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**COMPETITION IN**

JAN 3 - 1963

**WORLD**

**RAISIN**



**MARKETS**



## FOREWORD

Exports are vital to the California raisin industry since about one-fourth of its production finds its way into foreign markets. California exports approximately 57,000 tons, valued at over \$19 million. Foreign markets are by no means assured. They are the object of keen competition, particularly by the Big Five--the world's leading producers and exporters--Australia, Greece, Iran, Turkey, and the United States. This competition has been so keen that California now accounts for less than 15 percent of the world's raisin trade, as against more than 19 percent some years ago. However, California's share has increased over its low point of 13 percent in the 1955-59 period. This report, it is hoped, will contribute to further recovery by shedding some light on foreign markets and competition. It supersedes FAS-M 136 of June 1962.

Grateful acknowledgment is made for the considerable contributions of information pertinent to this report by Costas M. Athanasiadis, senior specialist, American Embassy, Athens, Greece; Mustafa Baser, agricultural assistant, American Consulate, Izmir, Turkey; and Cornelis de Goede, agricultural marketing specialist, American Embassy, Canberra, Australia.

A handwritten signature in black ink that reads "J. W. Stewart". The signature is fluid and cursive, with "J. W." on top and "Stewart" on the line below.

J. W. Stewart, Director  
Fruit and Vegetable Division

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# COMPETITION IN WORLD RAISIN MARKETS

by Stanley Mehr

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## PRODUCTION

Five countries--the United States, Greece, Australia, Turkey, and Iran, in order of importance--dominate world production of dried vine fruits, i.e. seedless raisins, seeded raisins, and currants. This Big Five produces an average of 618,500 tons annually or 95 percent of the world's production of 653,500 tons. The remaining 35,000 tons are produced by five other countries: Spain, Cyprus, Republic of South Africa, Argentina, and Chile.

Though the 653,500 tons produced annually by these ten countries is regarded as "world production" in this and other FAS reports, this is by no means a truly complete figure for all raisins produced the world over. First, FAS compiles statistics only for "commercial" production--that which enters marketing channels. Thus, raisins produced in other than the Aegean district of Turkey are not considered commercial by the Turkish industry and are not included in FAS statistics. Second, FAS tabulations do not include the production of those countries where the output is minor or not of commercial significance. There are a number of such countries, including Algeria, Italy, Jordan, Lebanon, Mexico, Morocco, Tunisia, and Syria. Third, some countries are not included because of unavailability of information. Statistics are lacking on Afghanistan, the Soviet Union, and Mainland China. Production in Afghanistan is apparently appreciable as it is known that this country exports an average of 20,000 tons annually to India and the Soviet Union. In the Soviet Union, such regions as Azerbaijan, Armenia, and Georgia are known to have produced raisins in the past.

Table 1.--Commercial production of raisins and currants in specified countries, average 1946-50, 1950-54, 1955-59, 1960-64 and annual 1961-66

|                                  | Average |         |         |         | 1961                   | 1962                   | 1963                   | 1964                   | 1965                   | 1966                   |
|----------------------------------|---------|---------|---------|---------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
|                                  | 1946-50 | 1950-54 | 1955-59 | 1960-64 |                        |                        |                        |                        |                        |                        |
| Raisins:                         |         |         |         |         | 1,000<br>short<br>tons | 1,000<br>short<br>tons | 1,000<br>short<br>tons | 1,000<br>short<br>tons | 1,000<br>short<br>tons | 1,000<br>short<br>tons |
| Argentina <sup>1</sup> .....     | 5.5     | 6.0     | 6.6     | 4.8     | 5.9                    | 3.5                    | 4.0                    | 4.4                    | 3.9                    | 3.5                    |
| Australia:                       |         |         |         |         |                        |                        |                        |                        |                        |                        |
| Lexias.....                      | 5.6     | 8.9     | 8.0     | 8.8     | 7.7                    | 8.9                    | 7.8                    | 8.9                    | 11.8                   | 11.2                   |
| Sultanas.....                    | 50.3    | 58.2    | 66.9    | 74.1    | 68.3                   | 89.5                   | 61.8                   | 94.6                   | 91.7                   | 78.3                   |
| Chile.....                       | 1.3     | .9      | .8      | .8      | .8                     | .8                     | .8                     | 1.0                    | .8                     | .8                     |
| Cyprus.....                      | 5.2     | 6.5     | 6.4     | 8.9     | 11.8                   | 11.8                   | 2.0                    | 8.4                    | 9.0                    | 7.0                    |
| Greece.....                      | 29.1    | 41.6    | 57.2    | 65.5    | 64.5                   | 96.5                   | 59.0                   | 77.5                   | 107.0                  | 97.0                   |
| Iran.....                        | 35.8    | 52.6    | 68.4    | 55.6    | 72.0                   | 58.0                   | 65.0                   | 39.0                   | 47.0                   | 70.0                   |
| Republic of South Africa.....    | 8.5     | 9.3     | 6.9     | 7.9     | 6.7                    | 7.7                    | 8.5                    | 9.5                    | 9.7                    | 10.9                   |
| Spain.....                       | 8.9     | 12.0    | 15.0    | 11.7    | 10.0                   | 9.4                    | 11.6                   | 12.7                   | 11.0                   | 7.7                    |
| Turkey.....                      | 65.5    | 70.2    | 77.8    | 82.3    | 94.0                   | 99.0                   | 66.0                   | 78.3                   | 132.0                  | 77.0                   |
| Foreign total.....               | 215.7   | 266.2   | 314.0   | 320.4   | 341.7                  | 385.1                  | 286.5                  | 334.3                  | 423.9                  | 363.4                  |
| United States <sup>1</sup> ..... | 229.3   | 217.7   | 201.2   | 221.8   | 228.0                  | 191.0                  | <sup>2</sup> 266.0     | 230.0                  | 272.0                  | 281.0                  |
| Total.....                       | 445.0   | 483.9   | 515.2   | 542.2   | 569.7                  | 576.1                  | 552.5                  | 564.3                  | 695.9                  | 644.4                  |
| Currents:                        |         |         |         |         |                        |                        |                        |                        |                        |                        |
| Australia.....                   | 16.3    | 15.6    | 13.0    | 10.4    | 14.5                   | 8.7                    | 7.5                    | 12.4                   | 13.5                   | 8.1                    |
| Greece.....                      | 82.4    | 86.0    | 90.0    | 100.0   | 102.0                  | 120.0                  | 85.0                   | 86.0                   | 86.5                   | 101.0                  |
| Republic of South Africa.....    | 1.1     | 1.0     | 1.1     | .9      | .9                     | .8                     | .8                     | .9                     | .9                     | .8                     |
| Total.....                       | 99.8    | 102.6   | 104.1   | 111.3   | 117.4                  | 129.5                  | 93.3                   | 99.3                   | 100.9                  | 109.9                  |
| Grand total.....                 | 544.8   | 586.5   | 619.3   | 653.5   | 687.1                  | 705.6                  | 645.8                  | 663.6                  | 796.8                  | 754.3                  |

<sup>1</sup> Includes some currants. <sup>2</sup> Includes 41,000 tons substandard rain-damaged raisins.

## Varieties

The seedless raisin is far and away the most important of the dried vine fruits designated in international trade as raisins. The Thompson Seedless raisin (also known as sultana) is the prevailing variety in California, and its first cousin, the very similar sultana, dominates the raisin vineyards of Greece, Iran, and Turkey. The so-called sultana in Australia--the main variety there--is actually a Thompson Seedless. Sultanas are also important in Cyprus and to some extent in South Africa, where Thompson Seedless is the main variety.

Another variety of raisin, but one which accounts for only a minor tonnage, is the Muscat. This is produced from a larger grape than the sultana or Thompson; it has seeds and a pronounced flavor. Some are marketed with the seeds removed. The cluster Málagas and stemmed Valencias of Spain are Muscats, Spain being the world's leading producer of Muscats. California produces some, as does Australia, where they comprise most of the tonnage listed as "lexia raisins." Greece, Cyprus, Turkey, and South Africa produce small quantities of Muscat raisins, too. Argentina packs both Thompsons and Muscats.

The dried currants of commerce, the Black Corinth of Greece, are second only to seedless raisins in the world's dried vine-fruit production and trade. They have been made for over 500 years in Greece, where they probably originated<sup>1</sup>. In the early 20th century, Greece produced over 200,000 tons in some years. The individual fruit is very small, mostly seedless, and reddish black (in contrast to the greenish-white to light golden color of the sultanas and sultaninas). Unlike the sultana or sultana, it may occasionally have seeds. Greece is still by far the leading producer, followed by Australia. Although Table 1 shows South Africa as the only other producing country, small tonnages of currants are also put up in United States and Argentina, but they are included in the raisin figures. The Zante currant of California, of which about 3,000 tons are produced annually, is simply another name (after the Greek island of Zante) for the Black Corinth.

## Production Regions

All U.S. raisins are produced in California, mainly in a concentrated area of the San Joaquin Valley around Fresno. As a matter of fact, over three-fourths of the raisins are grown in Fresno County. This district is completely dependent on irrigation since its annual rainfall averages little over 9 inches.

Australia's dried vine fruits are produced in the southeastern part of the country in the States of Victoria, South Australia, New South Wales, and Western Australia, in that order of importance. Victoria is by far the most important, producing over 70 percent of the sultanas, over one-third of the currants, and over 60 percent of the lexia raisins, i.e., about two-thirds of the entire dried vine-fruit pack. Sunraysia, in northwest Victoria, accounts for nearly all of that State's output. Though a semidesert in its natural state, the availability of irrigation water from the Murray River has made the Sunraysia district an "oasis" particularly suitable for a dried vine-fruit industry.

Greece's production is divided between two areas--the Peloponnesus peninsula and the island of Crete. All of the currants are grown in the Peloponnesus, and a very high proportion--all but about 11,000 tons--of the sultanas, in Crete. The limited tonnage of sultanas not grown in Crete is grown in the Peloponnesus. Sultana production there has been static, while in Crete it has been expanding steadily.

Crete's sultanas are grown mainly in the Iraklion district near the island's northern coast. The rainfall--over 20 inches per year--and its seasonal distribution are adequate for grape culture without irrigation. The summers are hot and dry (though cooler than Fresno's), and winters are mild and moist.

Turkey's raisins are produced in the southwestern part of the country, and like Crete's, not far inland from the Aegean Sea. The vineyards are concentrated around the cities of Manisa and Izmir; the latter is the center of raisin processing and commerce. The climate is similar to that in Crete's sultana district. Rainfall is heavier, averaging 24 to 31 inches a year. Irrigation is not utilized in Turkish sultana culture.

While raisin culture in Australia, California, Greece, and Turkey is concentrated largely in a single district, in Iran it is dispersed among five different areas that are scattered across the breadth of the country from the Turkish border in the northwest to the Soviet-Afghanistan border in the northeast. They are: Rezaiyeh, 375 miles northwest of Tehran; Maragheh, 300 miles northwest of Tehran; Kazvin-Zanjan, a district 85 to 175 miles northwest of Tehran; Malayer-Irak, an area roughly 150 miles southwest of Tehran; and Ghuchan-Saltanabad, about 400 miles northeast of Tehran. Rezaiyeh is probably the most important of the five. The area and its raisins are still known in the international raisin trade by their

<sup>1</sup> Jacob, H. E. "Grape Growing in California." California Extension Service, Berkeley, California, 1950.

prewar name, "Urmia." All of Iran's raisin-producing districts are at relatively high elevations and are distinguished by cold winters and short growing seasons. As in the other countries, summers are hot and dry. The different districts depend in varying degree upon irrigation.

About two-thirds of Spain's raisins originate in the Province of Málaga and one-third in the "Denia district." This district comprises primarily Denia and Pego in the Province of Alicante and Gandia and Carlet in the adjacent Province of Valencia. In Málaga, most of the raisins are produced in the villages of Almachar, Competa, Torrox, and Velez-Málaga.

A very large and increasing proportion of South Africa's raisins (Thompson Seedless, sultanas, and Muscats) are produced in the Orange River area near Uppington in the north central part of Cape Province. The vines are dependent upon irrigation since rainfall averages only 5 to 10 inches a year and can support only desert vegetation.

The raisin industry of Argentina is concentrated around the city of San Juan in the Province of the same name in western Argentina. Grape culture in this Province has to rely on irrigation.

## Production Trends

Over a span of nearly 20 years, world raisin production (exclusive of currants) has increased by about half. The rate of increase has accelerated in the last few years.

Over the same period, world production of currants has increased by less than one-eighth, and in the last few years, the upward trend has been completely halted; in fact, there has even been a slight decline.

Between the end of the war and 1964, average foreign raisin production increased sharply--by 48 percent--while average California production actually decreased a little. However, California output has since jumped; in 1965 and 1966 it was approximately 25 percent higher than the 1960-64 average. Foreign production in 1965 and 1966 was also well above the 1960-64 average.

Each of the four major foreign producers--Australia, Greece, Iran, and Turkey--registered substantial gains in production between the 1946-50 and 1960-64 periods. While average production has expanded uninterruptedly in Australia, Greece, and Turkey, it has experienced some setback in Iran. There, production nearly doubled between 1946-50 and 1955-59, rising more rapidly than in any other country. Then, bad weather brought on short crops in 1960, 1964, and 1965. The 1966 crop, however, was one of the largest ever harvested.

Trends vary among the minor producers. Production in Cyprus has been moving steadily upward. After a decline in the 1955-59 period, it has been moving upward in South Africa. Output has been slipping in Argentina, and in Spain it shows no clear long-term trend.

## Acreage Trends

Except for Australia, the United States, and Greece in recent years, annual acreage figures for raisins are not available. No official acreage figures of any sort even exist for some countries. If such figures were available, they would probably show that world raisin acreage expanded considerably in the 10 years between 1955 and 1965 and that most of the expansion took place in the first half of that decade.

It appears that only Australia, of the Big Five, did not increase its acreage in this period. Both bearing and nonbearing area there have declined somewhat, as shown by the following average acreages of grapes for drying.

|                 | Bearing | Nonbearing | Total  |
|-----------------|---------|------------|--------|
| 1946-47/1949-50 | 57,100  | 3,550      | 60,650 |
| 1950-51/1954-55 | 61,230  | 4,920      | 66,150 |
| 1955-56/1959-60 | 60,900  | 3,200      | 64,100 |
| 1960-61/1963-64 | 57,600  | 2,633      | 60,233 |

In California, after the nonbearing area of raisin varieties had fallen to the lowest level in more than 20 years, plantings picked up in 1954. They continued to increase each year through 1959, when more acreage was planted than in any year since 1925. Although plantings dropped off in 1960, they were still exceptionally heavy. Since then, they have been much smaller. As a result of the heavy plantings in the late fifties,

bearing acreage has climbed uninterruptedly from its modern low of 202,806 acres in 1956 to approximately 255,000 acres in 1965--the highest since 1929.

Thompson Seedless accounted for over 91 percent of California's 1965 acreage--bearing and nonbearing--of raisin-variety grapes. Muscate accounted for another 7-1/2 percent. The remainder--less than 1-1/2 percent--consisted of Zante currants and sultanas.

Greek sultana acreage spurted during the fifties, with all of the expansion taking place on the island of Crete. Plantings slowed up during the sixties and were virtually negligible by the mid-sixties. There is some danger of an acreage decrease in the Peloponnesus because of possible spread of Phylloxera, which has already attacked some vineyards there. However, the acreage in the Peloponnesus is relatively minor. For all of Greece--Crete, Peloponnesus, and the Dodcannese Islands--there were 93,900 acres in 1966, slightly higher than the 93,700 acres in 1965 but substantially greater than the 1962 area of 71,300.

Greece's currant acreage is considerably larger. It has remained fairly constant: 108,400 acres in 1966, compared with 107,100 acres in 1962. Some new vineyards are being planted--about 250 acres annually--but they more or less replace an equal area of older vineyards taken out of production. About 80 percent of the currant vines are reportedly over 40 years old.

Official figures on sultana acreage in Turkey are lacking. In 1966 a survey team of the Izmir Commodity Exchange estimated the area of bearing sultana vines in the Aegean region at 158,000 acres, or 3 percent more than the area it had estimated in 1965. The Exchange estimates an additional increase of 3 to 4 percent between 1966 and 1967, resulting in a 1967 bearing area of approximately 164,000 acres. It appears that the exceptionally high prices received for the 1963 and 1964 crops of sultanas stimulated considerable planting in the Aegean region, which led to the increases in bearing acreage in 1966 and 1967; a further increase is possible in 1968. There are no statistics on young nonbearing acreage, but in the judgment of Izmir sultana industry members, bearing acreage will expand another 2 percent between 1967 and 1968, resulting in a 1968 bearing area of about 167,000 acres.

Neither official raisin-acreage statistics nor any objective nonofficial indications are available for Iran. Thus, any estimate of acreage there is little more than an educated guess. Such estimates range between 75,000 and 100,000 acres of bearing-age sultanas.

Little information exists on acreages in Argentina, Chile, Cyprus, South Africa, and Spain. It is known, however, that vineyard acreage of raisin varieties, and particularly Thompson Seedless, has been increasing in the Orange River area near Uppington in South Africa. This is expected to result in a 1970 production nearly double that of the 1960-64 period.

## **Yield Trends**

Limited as worldwide statistics are on acreage, they are even more fragmentary for yields. Data are available only for the United States and Australia. For both countries, yield statistics include all raisin varieties of grapes. They reflect, of course, the predominance of Thompson Seedless in both California and Australia. In both areas, the yield trend has been upward. In the three successive periods 1953-56, 1957-61, and 1962-66, California yields, already the highest in the world, moved upwards, averaging 1.94, 2.02, and 2.09 tons of raisins per acre, respectively. In Australia, yields for the periods, 1951-55, 1956-60, and 1961-64 averaged 1.30, 1.27, and 1.52 short tons, respectively. It is apparent from production since 1964 that the most recent yields were higher still.

In other countries, yield data are virtually nonexistent. Some estimates have been made, however, by agricultural specialists and packers in these countries. In Turkey, agricultural officials believe that the average raisin yield is about 0.9 short tons per acre. They also indicate that the average encompasses a very wide range in yields--that many vineyards yield as little as 0.1 ton or as much as 1.3 tons per acre. The Turkish industry generally believes that present acreage, when mature, will produce 130,000 tons annually. On 167,000 acres, this would imply a yield of 0.8 tons of raisins per acre.

The raisin industry in Greece indicates 105,000 tons of sultanas as the likely average output from the present acreage in full bearing. On an acreage base of 94,000 acres, this implies a sultana raisin yield of 1.1 tons per acre. Greek yields of dried currants are somewhat smaller than for sultanas. Based on reasonably solid acreage and production figures, they average about 1 ton per acre.

In Iran, a yield of 0.7 tons per acre can be derived from a possible area of 80,000 acres.

The data from Turkey, Greece, and Iran are obviously too fragmentary to show trends in yields. The agricultural extension services in these countries have been active in disseminating information on improved cultural practices. To the extent that growers adopt these practices, yields should increase. The

amount of progress so far is unknown. However, some improvement has probably taken place and will continue, particularly in Greece.

It therefore appears that world raisin yields have been rising and are likely to rise further.

## SUPPLY AND DISPOSITION

Aggregate supply and disposition balances for the Big Five over a period of years show that raisin supplies have been increasing perceptibly. As for disposition of the increasing supplies, expansion of exports and domestic disappearance (within the producing countries) has not been sufficient to prevent a considerable rise in stocks. Although exports have risen markedly (35 percent between the 1955-59 period and the 1965 crop year), consumption by these five producers has shown disappointingly little growth--just 3 percent over the same span of years.

The increase in supplies--from 514,000 tons in the 1955-59 period to 724,000 in 1965--continued into the 1966 crop year, when supplies totaled 762,000 tons. The greater supplies reflect both larger production and larger inventories. Between the 1955-59 period and 1966, production increased 132,700 tons, and beginning stocks increased 114,500 tons. Stocks carried over show the following evolution, as a proportion of the supply:

|                      |            |
|----------------------|------------|
| 1955-59 average..... | 7 percent  |
| 1960-64 average..... | 8 percent  |
| 1965 crop year.....  | 9 percent  |
| 1966 crop year.....  | 20 percent |

Although the United States has experienced by far the greatest increase in inventory in terms of tonnage, Australia, Greece, and Turkey have had sharp increases in terms of percentages. In Greece, the increase in raisin stocks would have been larger still had not the Greek Government diverted several thousand tons of sultanas annually to industrial use in most of the recent crop years. Only Iran, whose production declined, showed no increase in stocks.

Table 2.--Supply and disposition of raisins in Australia, Greece, Iran, Turkey, and United States, averages 1955-56 through 1959-60 and 1960-61 through 1964-65, crop years 1965-66 and 1966-67

|                         | Beginning stocks | Production | Supply | Exports | Domestic disappearance | Ending stocks | Disposition |
|-------------------------|------------------|------------|--------|---------|------------------------|---------------|-------------|
| <u>1955-59 average:</u> |                  |            |        |         |                        |               |             |
| Australia.....          | 6.2              | 74.8       | 81.0   | 59.8    | 15.2                   | 6.0           | 81.0        |
| Greece.....             | --               | 57.8       | 57.8   | 51.9    | 5.6                    | .3            | 57.8        |
| Iran.....               | 1.4              | 68.4       | 69.8   | 43.0    | 24.6                   | 2.2           | 69.8        |
| Turkey.....             | 9.0              | 77.8       | 86.8   | 59.8    | 16.7                   | 10.3          | 86.8        |
| United States.....      | 18.0             | 201.0      | 219.0  | 48.0    | 153.0                  | 18.0          | 219.0       |
| Total.....              | 34.6             | 479.8      | 514.4  | 262.5   | 215.1                  | 36.8          | 514.4       |
| <u>1960-64 average:</u> |                  |            |        |         |                        |               |             |
| Australia.....          | 9.2              | 82.8       | 92.0   | 63.0    | 18.1                   | 10.9          | 92.0        |
| Greece.....             | 1.1              | 65.5       | 66.6   | 57.9    | 7.9                    | .8            | 66.6        |
| Iran.....               | 1.8              | 55.6       | 57.4   | 38.0    | 18.4                   | 1.0           | 57.4        |
| Turkey.....             | 5.8              | 82.2       | 88.0   | 71.6    | 12.9                   | 3.5           | 88.0        |
| United States.....      | 27.0             | 219.0      | 246.0  | 61.0    | 155.0                  | 30.0          | 246.0       |
| Total.....              | 44.9             | 505.1      | 550.0  | 291.5   | 212.3                  | 46.2          | 550.0       |
| <u>1965 crop year:</u>  |                  |            |        |         |                        |               |             |
| Australia.....          | 14.0             | 103.5      | 117.5  | 79.2    | 17.9                   | 20.4          | 117.5       |
| Greece.....             | --               | 107.0      | 107.0  | 85.3    | 9.5                    | 12.2          | 107.0       |
| Iran.....               | 1.0              | 47.0       | 48.0   | 29.5    | 17.5                   | 1.0           | 48.0        |
| Turkey.....             | 0.5              | 132.0      | 132.5  | 82.3    | 15.7                   | 34.5          | 132.5       |
| United States.....      | 47.0             | 272.0      | 319.0  | 77.0    | 161.0                  | 81.0          | 319.0       |
| Total.....              | 62.5             | 661.5      | 724.0  | 353.3   | 221.6                  | 149.1         | 724.0       |
| <u>1966 crop year:</u>  |                  |            |        |         |                        |               |             |
| Australia.....          | 20.4             | 89.5       | 109.9  | --      | --                     | --            | --          |
| Greece.....             | 12.2             | 97.0       | 109.2  | --      | --                     | --            | --          |
| Iran.....               | 1.0              | 70.0       | 71.0   | --      | --                     | --            | --          |
| Turkey.....             | 34.5             | 77.0       | 111.5  | --      | --                     | --            | --          |
| United States.....      | 81.0             | 279.0      | 360.0  | --      | --                     | --            | --          |
| Total.....              | 149.1            | 612.5      | 761.6  | --      | --                     | --            | --          |

Note: U.S. figures are natural-condition weight. (No distinction is made by other countries between natural-condition and processed weights.) Stocks and consumption figures are based on unofficial estimates, except for United States. Production figures are based on unofficial estimates for Greece, Iran, and Turkey and on official statistics for Australia and United States. Export figures are based on the official trade statistics for each country.

There may be slight discrepancies between data shown in other tables and those shown in supply and disposition balances, since the latter do not reflect the latest revisions.

Crop year begins January 1 in Australia, September 1 in Greece, Turkey, and United States, and September 23 in Iran.

Table 3.--Supply and disposition of dried currants in Australia and Greece, averages 1955-56 through 1959-60 and 1960-61 through 1964-65, crop years 1965-66 and 1966-67

|                  | Beginning stocks | Production       | Supply           | Exports          | Domestic disappearance | Ending stocks    | Disposition      |
|------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|
|                  | 1,000 short tons       | 1,000 short tons | 1,000 short tons |
| 1955-59 average: |                  |                  |                  |                  |                        |                  |                  |
| Australia.....   | 1.9              | 12.9             | 14.8             | 8.5              | 4.2                    | 2.1              | 14.8             |
| Greece.....      | 4.6              | 90.0             | 94.6             | 68.1             | 22.0                   | 4.5              | 94.6             |
| Total.....       | 6.5              | 102.9            | 109.4            | 76.6             | 26.2                   | 6.6              | 109.4            |
| 1960-64 average: |                  |                  |                  |                  |                        |                  |                  |
| Australia.....   | 3.5              | 10.4             | 13.9             | 6.1              | 4.5                    | 3.3              | 13.9             |
| Greece.....      | 8.8              | 100.0            | 108.8            | 72.7             | 27.3                   | 8.8              | 108.8            |
| Total.....       | 12.3             | 110.4            | 122.7            | 78.8             | 31.8                   | 12.1             | 122.7            |
| 1965 crop year:  |                  |                  |                  |                  |                        |                  |                  |
| Australia.....   | 2.9              | 13.2             | 16.1             | 8.6              | 4.3                    | 3.2              | 16.1             |
| Greece.....      | --               | 86.0             | 86.0             | 64.8             | 19.6                   | 1.6              | 86.0             |
| Total.....       | 2.9              | 99.2             | 102.1            | 73.4             | 23.9                   | 4.8              | 102.1            |
| 1966 crop year:  |                  |                  |                  |                  |                        |                  |                  |
| Australia.....   | 3.2              | 8.2              | 11.4             | --               | --                     | --               | --               |
| Greece.....      | 1.6              | 101.0            | 102.6            | --               | --                     | --               | --               |
| Total.....       | 4.8              | 109.2            | 114.0            | --               | --                     | --               | --               |

Note: Stocks and consumption figures are based on unofficial estimates. Production and export figures are based on official statistics. There may be slight discrepancies between data shown in other tables and those shown in supply and disposition balances since the latter do not reflect the latest revisions.

Crop year begins January 1 in Australia and September 1 in Greece.

Table 4.--Supply and disposition of raisins and dried currants in Australia, Greece, Iran, Turkey, and United States, averages 1955-56 through 1959-60 and 1960-61 through 1964-65, crop years 1965-66 and 1966-67

|                    | Beginning stocks | Production       | Supply           | Exports          | Domestic disappearance | Ending stocks    | Disposition      |
|--------------------|------------------|------------------|------------------|------------------|------------------------|------------------|------------------|
|                    | 1,000 short tons       | 1,000 short tons | 1,000 short tons |
| 1955-59 average:   |                  |                  |                  |                  |                        |                  |                  |
| Australia.....     | 8.1              | 87.7             | 95.8             | 68.3             | 19.4                   | 8.1              | 95.8             |
| Greece.....        | 4.6              | 147.8            | 152.4            | 120.0            | 27.6                   | 4.8              | 152.4            |
| Iran.....          | 1.4              | 68.4             | 69.8             | 43.0             | 24.6                   | 2.2              | 69.8             |
| Turkey.....        | 9.0              | 77.8             | 86.8             | 59.8             | 16.7                   | 10.3             | 86.8             |
| United States..... | 18.0             | 201.0            | 219.0            | 48.0             | 153.0                  | 18.0             | 219.0            |
| Total.....         | 41.1             | 582.7            | 623.8            | 339.1            | 241.3                  | 43.4             | 623.8            |
| 1960-64 average:   |                  |                  |                  |                  |                        |                  |                  |
| Australia.....     | 12.7             | 93.2             | 105.9            | 69.1             | 22.6                   | 14.2             | 105.9            |
| Greece.....        | 9.9              | 165.5            | 175.4            | 130.6            | 35.2                   | 9.6              | 175.4            |
| Iran.....          | 1.8              | 55.6             | 57.4             | 38.0             | 18.4                   | 1.0              | 57.4             |
| Turkey.....        | 5.8              | 82.2             | 88.0             | 71.6             | 12.9                   | 3.5              | 88.0             |
| United States..... | 27.0             | 219.0            | 246.0            | 61.0             | 155.0                  | 30.0             | 246.0            |
| Total.....         | 57.2             | 615.5            | 672.7            | 370.3            | 244.1                  | 58.3             | 672.7            |
| 1965 crop year:    |                  |                  |                  |                  |                        |                  |                  |
| Australia.....     | 16.9             | 116.7            | 133.6            | 87.8             | 22.2                   | 23.6             | 133.6            |
| Greece.....        | --               | 193.0            | 193.0            | 150.1            | 29.1                   | 13.8             | 193.0            |
| Iran.....          | 1.0              | 47.0             | 48.0             | 29.5             | 17.5                   | 1.0              | 48.0             |
| Turkey.....        | .5               | 132.0            | 132.5            | 82.3             | 15.7                   | 34.5             | 132.5            |
| United States..... | 47.0             | 272.0            | 319.0            | 77.0             | 161.0                  | 81.0             | 319.0            |
| Total.....         | 65.4             | 760.7            | 826.1            | 426.7            | 245.5                  | 153.9            | 826.1            |
| 1966 crop year:    |                  |                  |                  |                  |                        |                  |                  |
| Australia.....     | 23.6             | 97.7             | 121.3            | --               | --                     | --               | --               |
| Greece.....        | 13.8             | 198.0            | 211.8            | --               | --                     | --               | --               |
| Iran.....          | 1.0              | 70.0             | 71.0             | --               | --                     | --               | --               |
| Turkey.....        | 34.5             | 77.0             | 111.5            | --               | --                     | --               | --               |
| United States..... | 81.0             | 279.0            | 360.0            | --               | --                     | --               | --               |
| Total.....         | 153.9            | 721.7            | 875.6            | --               | --                     | --               | --               |

Note: See note for raisins and for dried currants supply and disposition.

As for exports, substantial gains were registered by Australia, Greece, Turkey, and the United States. Only Iran's exports dropped, again as a result of smaller packs due to adverse weather in 1964 and 1965. In aggregate, exports of raisins by the Big Five jumped 91,000 tons or 35 percent between the 1955-59 seasons and the 1965-66 crop year. Nearly 60 percent of their combined production is exported.

Since domestic disappearance, even with greater utilization for nonfood use in Greece, rose only slightly, its relative importance as a proportion of the disposition has declined. It represented 42 percent in 1955-59, 39 percent in 1960-64, and 31 percent in the 1965 crop year. Greece is not the only country which has been diverting raisins to nonfood uses. The United States, for instance, utilized 24,000 tons in 1958-59 and 34,000 tons in 1963-64 of rain damaged raisins for uses other than food. Turkey diverts some

raisins to industrial use. Iran normally does, too, because of excessive supplies or to dispose of unmarketable qualities. Production of alcohol is the chief industrial outlet.

Aggregate domestic disappearance should be sharply higher in 1966-67 because of heavier diversion of raisins to industrial use in Greece, Turkey, and the United States. Large quantities of 1966-crop Greek and Turkish sultanas damaged by rain at drying time may be disposable only for distillation into alcohol. In addition, some of the heavy carryover of 1965-crop California and Turkish raisins has been slated for distillation.

Industrial usage is normally an important secondary outlet for Greek currants. In the 5 years 1960-64 for example, Greek domestic disappearance averaged 27,300 tons annually. With the exception of a few hundred tons, all the disappearance was in the form of end products that bear no resemblance to dried currants as such, namely alcohol, concentrated must, and wine. Most of the dried currants used for these purposes are mandatory grower culls ("quality assortment") and mandatory packer culls ("processor discards"). However, in some years substantial quantities of marketable currants carried over from the previous crop were converted into industrial products. Also, at times, fresh currants that have been weather damaged before drying were utilized, like wine grapes, for making wine.

In Greece, this scheme of industrial usage is intended to help maintain stability in the export marketing of currants. Since production averages about 100,000 tons a year and since the export market takes an average of around 70,000 tons a year and domestic consumption is negligible, it is obvious that some outlet has to be found for nearly 30,000 tons annually. The existence of a government alcohol monopoly simplifies the diversion of various agricultural commodities into alcohol manufacture. Unlike raisins, neither production nor exportation of dried currants has shown much upward tendency.

## EXPORTS

World exports<sup>2</sup> of dried vine fruits averaged 387,300 tons annually in the 1960-64 period, consisting of 309,200 tons of raisins (80 percent of the total) and 78,100 tons of currants.

Raisin exports in the decade between the 1950-54 and 1960-64 periods climbed 24 percent. They reached an alltime high of 364,800 tons in 1965-66--surpassing the previous peak of 360,300 tons in 1962-63. Exports of currants have suffered from short crops in Greece and Australia in 1963 and in Greece again in 1965. Although dried currant exports rose 10 percent between the 1950-54 and 1955-59 periods, they hardly increased at all during the next 5 years.

Greece is far and away the world's leading exporter of dried vine fruits. In 1960-64, this country shipped an average of 72,000 tons of currants and 58,700 tons of raisins, for a total of 130,700 tons per year. Turkey and Australia vie for second place. Although Turkey led Australia in 1961-62 and 1962-63, Australia was ahead in the three subsequent seasons. In 1965-66, for example, Australia exported 87,200 tons of dried vine fruits (including 78,600 tons of sultanas), while Turkey exported 82,000 tons of sultanas only. The United States is generally in fourth place and Iran fifth.

It is apparent from Table 6 that the United States is the only one of the Big Five which does not depend upon exports as its main outlet for raisins. While the share of the crop that is exported averages 90 percent for Greece, 87 percent for Turkey, 76 percent for Australia, and 74 percent for Iran, it averages only 26 percent for the United States. For the five countries in aggregate, 57 percent of the crop is exported. A generally greater dependence on export markets is indicated by the steady increase, in the course of a decade, of the share of production exported.

In the case of currants, too, the primary market is the export one, which accounts for 72 percent of Greece's production and 59 percent of Australia's. The upward trend in the percentage exported, however, is not as marked as for raisins.

U.S. raisin exports accounted for 14.6 percent of world exports of dried grapes in the 1960-64 period. Although perceptibly smaller than its share of 19.2 percent 10 years earlier, this was somewhat higher than the low point of 12.9 percent in the 1955-59 period. On the other hand, Australia, Greece, Iran, and Turkey have enlarged their shares of world trade. Greece, Iran, and Turkey, in particular, scored substantial gains in the share of world exports each handled over the 10-year period.

<sup>2</sup> World exports in this report are considered synonymous with the total of the exports of the countries listed in Table 5. The appreciable exports of Afghanistan are not included because statistics are not available. Exports, if any, from the Soviet Union and Mainland China are likewise unascertainable.

Table 5.--Exports of raisins and dried currants by principal producing countries, average 1950-54, 1955-59, 1960-64 and annual 1961-65

| Commodity and country                       | Average |         |         | 1961                | 1962                | 1963                | 1964                | 1965                |
|---|---------|---------|---------|---------------------|---------------------|---------------------|---------------------|---------------------|
|   | 1950-54 | 1955-59 | 1960-64 |                     |                     |                     |                     |                     |
| Raisins:                                    |         |         |         | 1,000<br>short tons |
| Argentina <sup>1</sup> .....                | 1.2     | 1.0     | 1.8     |                     | 1.4                 | 1.4                 | 1.9                 | 2.0                 |
| Australia.....                              | 50.6    | 59.7    | 63.0    |                     | 56.9                | 74.2                | 57.7                | 78.1                |
| Chile.....                                  | .2      | .1      | .1      |                     | --                  | --                  | .1                  | .1                  |
| Cyprus.....                                 | 7.1     | 6.2     | 7.4     |                     | 10.2                | 10.4                | 1.4                 | 8.4                 |
| Greece.....                                 | 41.1    | 51.9    | 58.7    |                     | 52.7                | 87.0                | 57.3                | 69.7                |
| Iran.....                                   | 28.1    | 40.6    | 41.2    |                     | 41.8                | 42.5                | 51.4                | 25.9                |
| Republic of South Africa <sup>1</sup> ..... | 4.4     | 3.9     | 3.4     |                     | 2.8                 | 3.8                 | 3.2                 | 4.2                 |
| Spain.....                                  | 5.2     | 6.1     | 5.4     |                     | 6.1                 | 4.8                 | 4.7                 | 4.4                 |
| Turkey.....                                 | 50.8    | 59.8    | 71.5    |                     | 78.9                | 91.1                | 55.0                | 64.7                |
| Foreign total.....                          | 188.7   | 229.3   | 252.5   |                     | 250.8               | 315.2               | 232.7               | 254.2               |
| United States <sup>1</sup> .....            | 61.6    | 45.1    | 56.7    |                     | 65.4                | 45.1                | 56.1                | 55.6                |
| Total.....                                  | 250.3   | 274.4   | 309.2   |                     | 316.2               | 360.3               | 288.8               | 309.8               |
| Currents:                                   |         |         |         |                     |                     |                     |                     |                     |
| Australia.....                              | 9.2     | 8.5     | 6.1     |                     | 9.3                 | 4.9                 | 3.6                 | 7.9                 |
| Greece.....                                 | 60.5    | 68.1    | 72.0    |                     | 71.5                | 81.7                | 66.1                | 69.6                |
| Total.....                                  | 69.7    | 76.6    | 78.1    |                     | 80.8                | 86.6                | 69.7                | 77.5                |
| Grand total.....                            | 320.0   | 351.0   | 387.3   |                     | 397.0               | 446.9               | 358.5               | 387.3               |

<sup>1</sup> May include some currants.

Note: U.S. data in terms of processed weight; other countries' data presumably processed weight, too. Export data for Argentina, Australia, Chile, and South Africa for year beginning January 1. Export data for Cyprus, Greece, Spain, Turkey, and United States for year beginning September 1. Export data for Iran for year beginning March 20. Though Afghanistan is also a major exporter, its trade statistics are not available.

Source: Official trade statistics of each country shown.

Table 6.--Exports of raisins and currants as a percentage of production in five principal producing countries, average 1950-54, 1955-59, 1960-64 and annual 1961-65<sup>1</sup>

| Commodity and country | Average |         |         | 1961    | 1962    | 1963    | 1964    | 1965    |
|-----------------------|---------|---------|---------|---------|---------|---------|---------|---------|
|                       | 1950-54 | 1955-59 | 1960-64 |         |         |         |         |         |
| Raisins:              | Percent |
| Australia.....        | 75.4    | 79.7    | 76.0    | 74.9    | 75.4    | 82.9    | 75.5    | 75.9    |
| Greece.....           | 98.8    | 90.7    | 89.6    | 81.7    | 90.2    | 97.1    | 89.9    | 81.6    |
| Iran.....             | 53.4    | 59.4    | 74.1    | 58.1    | 73.3    | 79.1    | 66.4    | 55.7    |
| Turkey.....           | 72.4    | 76.9    | 86.9    | 83.9    | 92.0    | 83.3    | 82.6    | 62.7    |
| United States.....    | 28.3    | 22.4    | 25.6    | 28.7    | 23.6    | 21.1    | 24.2    | 26.0    |
| Total.....            | 51.7    | 53.6    | 57.3    | 55.3    | 62.6    | 52.8    | 55.6    | 52.2    |
| Currents:             |         |         |         |         |         |         |         |         |
| Australia.....        | 59.0    | 65.4    | 58.7    | 64.1    | 56.3    | 48.0    | 63.7    | 63.7    |
| Greece.....           | 70.3    | 75.7    | 72.0    | 70.1    | 68.1    | 77.8    | 80.9    | 73.4    |
| Total.....            | 68.6    | 74.4    | 70.7    | 69.4    | 67.3    | 75.4    | 78.8    | 72.1    |
| Grand total.....      | 54.8    | 57.3    | 59.7    | 57.8    | 63.5    | 56.2    | 59.3    | 54.8    |

<sup>1</sup> Export seasons same as for Table 5.

Dried currants lost some ground in terms of relative importance in dried grape world trade. Both Greece and Australia suffered declines in this respect.

Growth in raisin shipments from the exporting countries has more than matched population growth in the raisin-importing countries. Compared with the 1950-54 base period, raisin and currant exports have risen 21 percent, while population has grown by 17 percent. Exports of raisins alone have risen even more--23.5 percent.

Again using the 1950-54 years as a benchmark, raisin exports by the United States competitors jumped over one-third in 10 years, while exports from California dropped 8 percent. However, California's 1960-64 export volume was appreciably higher than its depressed 1955-59 volume.

Dried vine-fruit exports to the all-important European market, including the Soviet Union, appears to be keeping pace with population growth. In the 1960-64 period, exports to Europe were up 8.6 percent over the 1955-59 average. Simultaneously Europe's population expanded 6.1 percent. Interestingly, exports to the Soviet Union went up 33-1/3 percent in this period, while exports to the rest of Europe rose only 6.1 percent--the same rate as population growth.

Table 7.--Each country's share of world exports of raisins and dried currants, average 1950-54, 1955-59, 1960-64 and annual 1961-65<sup>1</sup>

| Commodity and country         | Average |         |         | 1961    | 1962    | 1963    | 1964    | 1965    |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
|                               | 1950-54 | 1955-59 | 1960-64 |         |         |         |         |         |
| Raisins:                      | Percent |
| Argentina.....                | 0.4     | 0.3     | 0.5     | 0.4     | 0.3     | 0.5     | 0.5     | 0.3     |
| Australia.....                | 15.8    | 17.0    | 16.3    | 14.3    | 16.6    | 16.1    | 20.2    | 18.0    |
| Chile.....                    | .1      | --      | --      | --      | --      | --      | --      | --      |
| Cyprus.....                   | 2.2     | 1.8     | 1.9     | 2.6     | 2.3     | .4      | 1.3     | 1.9     |
| Greece.....                   | 12.8    | 14.8    | 15.1    | 13.3    | 19.5    | 16.0    | 18.0    | 20.0    |
| Iran.....                     | 8.8     | 11.6    | 10.6    | 10.5    | 9.5     | 14.3    | 6.7     | 6.0     |
| Republic of South Africa..... | 1.4     | 1.1     | .9      | .7      | .8      | .9      | 1.1     | .9      |
| Spain.....                    | 1.6     | 1.7     | 1.4     | 1.5     | 1.1     | 1.3     | 1.1     | 1.3     |
| Turkey.....                   | 15.9    | 17.0    | 18.5    | 19.9    | 20.4    | 15.4    | 16.7    | 18.9    |
| Foreign total.....            | 59.0    | 65.3    | 65.2    | 63.2    | 70.5    | 64.9    | 65.6    | 67.3    |
| United States.....            | 19.2    | 12.9    | 14.6    | 16.5    | 10.1    | 15.7    | 14.4    | 16.2    |
| Total.....                    | 78.2    | 78.2    | 79.8    | 79.7    | 80.6    | 80.6    | 80.0    | 83.5    |
| Currents:                     | Percent |
| Australia.....                | 2.9     | 2.4     | 1.6     | 2.3     | 1.1     | 1.0     | 2.0     | 2.0     |
| Greece.....                   | 18.9    | 19.4    | 18.6    | 18.0    | 18.3    | 18.4    | 18.0    | 14.5    |
| Total.....                    | 21.8    | 21.8    | 20.2    | 20.3    | 19.4    | 19.4    | 20.0    | 16.5    |
| Grand total.....              | 100.0   | 100.0   | 100.0   | 100.0   | 100.0   | 100.0   | 100.0   | 100.0   |

<sup>1</sup> Export seasons same as for Table 5.

Source: UNCTAD

TABLE 8.--Indices of population<sup>1</sup> and of export volumes of raisins and dried currants, averages 1955-59 and 1960-64 and annual 1964-66<sup>2</sup>

|   | Average |         | 1963-64 | 1964-65 | 1965-66 |
|---|---------|---------|---------|---------|---------|
|   | 1955-59 | 1960-64 |         |         |         |
| (1950-54 = 100)   |         |         |         |         |         |
| Raisins:  |         |         |         |         |         |
| World exports.....  | 110.8   | 123.5   | 115.4   | 123.8   | 145.7   |
| Foreign exports.....  | 121.5   | 133.8   | 123.3   | 134.7   | 155.9   |
| United States exports.....                                      | 73.2    | 92.0    | 91.1    | 90.3    | 114.6   |
| Currents:   |         |         |         |         |         |
| World exports.....  | 109.9   | 112.0   | 100.0   | 111.2   | 103.4   |
| Raisins and currants:   |         |         |         |         |         |
| World exports.....  | 109.7   | 121.0   | 112.0   | 121.0   | 136.5   |
| Population: <sup>1 2</sup>                                      |         |         |         |         |         |
| World <sup>3</sup> .....  | 107.1   | 117.1   | 121.6   | 124.6   | 126.6   |
| Europe <sup>4</sup> .....                                       | 103.0   | 109.2   | 111.7   | 113.5   | 114.6   |
| (1955-59 = 100)   |         |         |         |         |         |
| World raisin and currant exports to Europe <sup>1 4</sup> ..... | --      | 108.6   | 97.8    | 108.4   | (5)     |
| Population, Europe <sup>1 4</sup> .....                         | --      | 106.1   | 108.4   | 110.2   | 111.2   |

<sup>1</sup> Of raisin-importing countries only. <sup>2</sup> Population as of approximate end of each crop year, i.e. July. <sup>3</sup> Countries accounting for 97 percent of world imports of dried grapes. <sup>4</sup> Including the Soviet Union. <sup>5</sup> Not available.

## IMPORTS

Europe has been, and continues to be, the most important raisin import market. Europe, including the Soviet Union, imported 81 percent of the dried grapes moving in world commerce in the 5-year period 1962-66. Even without the Soviet Union, European countries account for 72 percent of the world's imports.

The United Kingdom towers far above all other countries in the volume of raisin imports. U.K. imports average 129,000 tons of raisins and currants annually, one-third of the world's imports, though this country has less than 4 percent of the population of the dried-grape importing nations. The second heaviest importer is West Germany, which has been buying an average of over 49,000 tons annually. The United Kingdom's position as No. 1 importer and Germany's as No. 2 date back to pre-World War II days. There has been some shifting around, however, in third place, which was occupied before the war by the Netherlands and after the war by Canada, whose imports increased sharply. In most recent years, the Soviet Union, with average imports of 34,000 tons a year (5-1/2 times the prewar volume), has become clearly the third most important import market. Canada is fourth, with 26,000 tons, and the Netherlands fifth, with 21,000.

Japan has probably shown the most dynamic development of any country as an importer of dried vine fruits, particularly raisins. Prior to the Japanese Government's liberalization in 1961 of raisin imports from the United States, as in the 1955-59 period, for example, Japan imported less than 4,000 tons of dried grapes annually. Subsequent to liberalization, imports rose sharply, averaging nearly 16,000 tons annually in the 1960-64 period and achieving a high of 17,500 tons in the 1964-65 season.

The next most important markets are Italy, East Germany, France, New Zealand, and Ireland. Sweden, Denmark, Finland, and Norway consistently buy appreciable quantities; in aggregate, the Scandinavian countries vie with Japan in importance. Belgium and Switzerland also import appreciable tonnages. The EEC countries--Belgium, France, Germany, Italy, Luxembourg, and the Netherlands--comprise the largest dried-grape importing bloc, with annual purchases totalling 97,000 tons.

The import volume of the ECMA (Economic Council Mutual Assistance) countries--Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, and the Soviet Union--has grown considerably. The combined dried-grape imports of these 7 countries expanded from 10,000 tons in 1950-54 to 54,900 tons in 1960-64, equivalent to 14 percent of world imports of dried vine fruits. Raisins, rather than currants, dominate ECMA countries' imports, as they generally do elsewhere. Cyprus, Greece, Iran, and Turkey are virtually the only suppliers of the ECMA bloc.

Unlike raisins, currants are imported in appreciable volume by very few countries. The dependence of currant exporters upon the United Kingdom as a market is rather unique in that the United Kingdom is the market for 56,000 tons annually, 72 percent of world trade in currants. The Netherlands is the next most important outlet. This country's imports of 9,600 tons annually are remarkably large and nearly comparable to British purchases in view of the fact that the Netherlands population is only about one-fifth that of the United Kingdom. West Germany with 3,000 tons and Canada with 2,200 tons are virtually the only other sizable importers of currants.

It is necessary to point out that in the above discussion of imports, the import figures are actually export data of the producing countries, as given in Tables 9, 10, and 11. The reason for using export statistics in preference to import statistics is that detailed export figures are available on a crop-year basis

Table 9.--Imports of raisins and currants into specified countries, average 1950-54, 1955-59, 1960-64 and annual 1961-65<sup>1</sup>

| Importing country        | Average             |                     |                     | 1961                | 1962                | 1963                | 1964                | 1965                |
|--------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
|                          | 1950-54             | 1955-59             | 1960-64             |                     |                     |                     |                     |                     |
|                          | 1,000<br>short tons |
| United States.....       | 0.3                 | 0.3                 | 0.2                 | —                   | 0.4                 | 0.4                 | 0.1                 | 0.2                 |
| Canada.....              | 25.4                | 26.4                | 26.0                | 23.9                | 25.9                | 26.9                | 26.6                | 28.1                |
| Latin America.....       | 4.0                 | 4.9                 | 6.6                 | 6.2                 | 6.4                 | 6.8                 | 6.7                 | 7.4                 |
| Europe:                  |                     |                     |                     |                     |                     |                     |                     |                     |
| Belgium-Luxembourg..     | 5.6                 | 5.0                 | 5.7                 | 5.7                 | 6.3                 | 6.2                 | 4.6                 | 6.4                 |
| France.....              | 6.1                 | 9.2                 | 9.6                 | 9.8                 | 10.7                | 8.7                 | 10.5                | 11.7                |
| Germany, West.....       | 46.7                | 53.6                | 49.2                | 51.7                | 57.5                | 46.6                | 44.0                | 51.9                |
| Italy.....               | 9.4                 | 9.4                 | 10.9                | 13.1                | 12.8                | 9.6                 | 11.2                | 13.6                |
| Netherlands.....         | 17.4                | 20.9                | 21.0                | 22.5                | 22.7                | 22.0                | 18.8                | 23.2                |
| Total EEC.....           | 85.2                | 98.1                | 96.4                | 102.8               | 110.0               | 93.1                | 89.1                | 106.8               |
| Bulgaria.....            | .3                  | .3                  | .3                  | .9                  | —                   | .2                  | —                   | —                   |
| Czechoslovakia.....      | .6                  | 2.7                 | 3.7                 | 3.5                 | 2.8                 | 4.9                 | 4.8                 | 3.9                 |
| Germany, East.....       | .9                  | 4.9                 | 11.8                | 12.4                | 15.3                | 12.1                | 10.6                | 10.8                |
| Hungary.....             | .1                  | 1.1                 | 3.1                 | 2.7                 | 3.5                 | 3.2                 | 3.4                 | 4.1                 |
| Poland.....              | .3                  | .5                  | 1.9                 | 1.7                 | 2.9                 | 1.9                 | 2.4                 | 2.7                 |
| Romania.....             | (2)                 | .1                  | .1                  | (2)                 | —                   | .3                  | —                   | —                   |
| Soviet Union.....        | 7.8                 | 25.5                | 34.0                | 30.1                | 43.7                | 25.0                | 45.5                | 52.6                |
| Total ECMA.....          | 10.0                | 35.1                | 54.9                | 51.3                | 68.2                | 47.6                | 66.7                | 74.1                |
| Austria.....             | 3.4                 | 4.8                 | 2.5                 | 3.8                 | 2.1                 | 2.2                 | .9                  | 1.0                 |
| Denmark.....             | 2.8                 | 4.4                 | 3.6                 | 4.2                 | 3.5                 | 3.5                 | 3.6                 | 4.6                 |
| Finland.....             | 7.3                 | 5.2                 | 4.2                 | 5.3                 | 4.1                 | 3.6                 | 3.2                 | 4.3                 |
| Ireland.....             | 14.3                | 6.9                 | 7.4                 | 8.5                 | 8.6                 | 6.7                 | 5.4                 | 8.6                 |
| Norway.....              | 4.3                 | 3.2                 | 2.5                 | 3.1                 | 1.9                 | 2.4                 | 2.3                 | 2.9                 |
| Sweden.....              | 5.1                 | 4.7                 | 4.1                 | 4.6                 | 4.0                 | 4.0                 | 3.7                 | 4.8                 |
| Switzerland.....         | 3.4                 | 2.3                 | 5.2                 | 5.3                 | 10.3                | 2.9                 | 3.2                 | 3.0                 |
| United Kingdom.....      | 119.9               | 121.8               | 129.0               | 134.2               | 148.5               | 113.3               | 131.8               | 131.1               |
| Yugoslavia.....          | 1.3                 | 1.5                 | 2.5                 | 3.6                 | 3.1                 | 2.2                 | 1.7                 | 4.2                 |
| Other.....               | 1.0                 | .5                  | .7                  | .4                  | .4                  | .4                  | .7                  | .6                  |
| Total Europe.....        | 258.0               | 288.5               | 313.0               | 327.1               | 364.7               | 281.9               | 312.3               | 346.0               |
| Egypt.....               | 1.9                 | 1.1                 | .4                  | .4                  | .6                  | .3                  | —                   | (2)                 |
| Japan.....               | 2.1                 | 3.8                 | 16.0                | 15.5                | 15.6                | 17.4                | 17.5                | 23.1                |
| India <sup>2</sup> ..... | .6                  | 12.9                | 7.6                 | 4.8                 | 6.0                 | 7.7                 | 8.4                 | 12.7                |
| New Zealand.....         | 6.4                 | 7.2                 | 7.6                 | 7.7                 | 6.9                 | 8.0                 | 8.6                 | 9.2                 |
| Other countries.....     | 16.5                | 17.2                | 16.3                | 14.4                | 25.0                | 16.1                | 15.3                | 20.3                |
| Grand total.....         | 315.2               | 362.3               | 393.7               | 400.0               | 451.5               | 365.5               | 395.5               | 447.0               |

<sup>1</sup> Based on export statistics from the following producing countries: Argentina, Australia, Chile, Cyprus, Greece, Iran, South Africa, Spain, Turkey, and the United States. Export seasons as for Table 5. Argentine data not available for 1950-54. For 1950-54 average, Turkish data for 1951-54 only.

<sup>2</sup> Less than 500 short tons. <sup>3</sup> Above export data supplemented by Indian import data because of unavailability of data from India's main supplier, Afghanistan.

Table 10.--Imports of raisins into specified countries, average 1950-54, 1955-59, 1960-64 and annual 1961-65<sup>1</sup>

| Importing country        | Average             |                     |                     | 1961                | 1962                | 1963                | 1964                | 1965                |
|--------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
|                          | 1950-54             | 1955-59             | 1960-64             |                     |                     |                     |                     |                     |
|                          | 1,000<br>short tons |
| United States.....       | 0.1                 | 0.2                 | 0.2                 | (2)                 | 0.4                 | 0.4                 | 0.1                 | 0.2                 |
| Canada.....              | 23.4                | 24.0                | 23.8                | 22.0                | 23.6                | 25.0                | 24.1                | 26.0                |
| Latin America.....       | 3.9                 | 4.9                 | 6.6                 | 6.2                 | 6.4                 | 6.8                 | 6.7                 | 7.4                 |
| Europe:                  |                     |                     |                     |                     |                     |                     |                     |                     |
| Belgium-Luxembourg...    | 5.5                 | 5.0                 | 5.6                 | 5.6                 | 6.2                 | 6.1                 | 4.5                 | 6.3                 |
| France.....              | 5.8                 | 8.7                 | 9.1                 | 9.3                 | 10.2                | 8.2                 | 10.1                | 11.3                |
| Germany, West.....       | 42.2                | 50.2                | 46.2                | 47.9                | 54.6                | 43.9                | 41.4                | 49.7                |
| Italy.....               | 9.4                 | 9.4                 | 10.9                | 13.1                | 12.8                | 9.6                 | 11.2                | 13.6                |
| Netherlands.....         | 11.0                | 11.9                | 11.4                | 12.3                | 12.3                | 13.3                | 9.5                 | 14.9                |
| Total EEC.....           | 73.9                | 85.2                | 83.2                | 88.2                | 96.1                | 81.1                | 76.7                | 95.8                |
| Bulgaria.....            | .3                  | .3                  | .3                  | .9                  | --                  | .2                  | --                  | --                  |
| Czechoslovakia.....      | .6                  | 2.7                 | 3.7                 | 3.5                 | 2.8                 | 4.9                 | 4.8                 | 3.9                 |
| Germany, East.....       | .8                  | 4.4                 | 10.4                | 11.1                | 14.1                | 11.0                | 8.9                 | 9.8                 |
| Hungary.....             | .1                  | 1.1                 | 3.1                 | 2.7                 | 3.5                 | 3.2                 | 3.4                 | 4.1                 |
| Poland.....              | (2)                 | .5                  | 1.9                 | 1.7                 | 2.9                 | 1.9                 | 2.4                 | 2.7                 |
| Romania.....             | 7.8                 | 24.2                | 33.6                | 30.1                | 43.7                | 25.0                | 45.5                | 52.6                |
| Soviet Union.....        |                     |                     |                     |                     |                     |                     |                     |                     |
| Total ECMA.....          | 9.9                 | 33.3                | 53.1                | 50.0                | 67.0                | 46.5                | 65.0                | 73.1                |
| Austria.....             | 3.3                 | 4.7                 | 2.4                 | 3.7                 | 2.0                 | 2.1                 | .8                  | .9                  |
| Denmark.....             | 2.7                 | 4.3                 | 3.5                 | 4.0                 | 3.3                 | 3.4                 | 3.5                 | 4.5                 |
| Finland.....             | 7.0                 | 5.2                 | 4.2                 | 5.3                 | 4.1                 | 3.6                 | 3.2                 | 4.3                 |
| Ireland.....             | 9.8                 | 5.5                 | 5.7                 | 6.7                 | 6.1                 | 5.1                 | 4.3                 | 7.4                 |
| Norway.....              | 4.1                 | 3.0                 | 2.5                 | 3.1                 | 1.9                 | 2.4                 | 2.3                 | 2.9                 |
| Sweden.....              | 4.9                 | 4.5                 | 4.1                 | 4.6                 | 4.0                 | 4.0                 | 3.7                 | 4.8                 |
| Switzerland.....         | 3.3                 | 2.3                 | 5.1                 | 5.2                 | 10.2                | 2.8                 | 3.1                 | 2.9                 |
| United Kingdom.....      | 72.8                | 68.0                | 73.1                | 76.0                | 86.2                | 62.5                | 75.3                | 77.7                |
| Yugoslavia.....          | 1.3                 | 1.5                 | 2.5                 | 3.6                 | 3.1                 | 2.2                 | 1.7                 | 4.2                 |
| Other.....               | .9                  | .2                  | .4                  | .4                  | .4                  | .4                  | .7                  | .6                  |
| Total Europe.....        | 193.9               | 217.7               | 239.8               | 250.8               | 284.4               | 216.1               | 240.3               | 279.1               |
| Egypt.....               | 1.8                 | 1.1                 | .4                  | .4                  | .6                  | .3                  | --                  | (2)                 |
| Japan.....               | 2.1                 | 3.7                 | 15.9                | 15.5                | 15.5                | 17.4                | 17.5                | 23.1                |
| India <sup>3</sup> ..... | .6                  | 12.9                | 7.6                 | 4.8                 | 6.0                 | 7.7                 | 8.4                 | 12.7                |
| New Zealand.....         | 5.6                 | 6.3                 | 6.7                 | 6.7                 | 6.0                 | 7.2                 | 7.5                 | 8.1                 |
| Other countries.....     | 14.0                | 14.9                | 14.6                | 12.8                | 22.0                | 14.9                | 13.4                | 18.4                |
| Grand total.....         | 245.4               | 285.7               | 315.6               | 319.2               | 364.9               | 295.8               | 318.0               | 375.0               |

<sup>1</sup> Based on export statistics from the following producing countries: Argentina, Australia, Chile, Cyprus, Greece, Iran, South Africa, Spain, Turkey, and the United States. Export seasons as for Table 5. Argentine data not available for 1950-54. For 1950-54 average, Turkish data for 1951-54 only.

<sup>2</sup> Less than 500 short tons. <sup>3</sup> Above export data supplemented by Indian import data because of unavailability of data from India's main supplier, Afghanistan.

Table 11.--Imports of currants into specified countries, average 1950-54, 1955-59, 1960-64 and annual 1961-65<sup>1</sup>

| Importing Country     | Average             |                     |                     | 1961                | 1962                | 1963                | 1964                | 1965                |
|-----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
|                       | 1950-54             | 1955-59             | 1960-64             |                     |                     |                     |                     |                     |
|                       | 1,000<br>short tons |
| United States.....    | 0.2                 | 0.1                 | --                  | --                  | --                  | --                  | --                  | --                  |
| Canada.....           | 2.0                 | 2.4                 | 2.2                 | 1.9                 | 2.3                 | 1.9                 | 2.5                 | 2.1                 |
| Europe:               |                     |                     |                     |                     |                     |                     |                     |                     |
| Belgium-Luxembourg... | .1                  | (2)                 | .1                  | .1                  | .1                  | .1                  | .1                  | .1                  |
| France.....           | .3                  | .5                  | .5                  | .5                  | .5                  | .5                  | .4                  | .4                  |
| Germany, West.....    | 4.5                 | 3.4                 | 3.0                 | 3.8                 | 2.9                 | 2.7                 | 2.6                 | 2.2                 |
| Italy.....            | --                  | (2)                 | --                  | --                  | --                  | --                  | --                  | --                  |
| Netherlands.....      | 6.4                 | 9.0                 | 9.6                 | 10.2                | 10.4                | 8.7                 | 9.3                 | 8.3                 |
| Total EEC.....        | 11.3                | 12.9                | 13.2                | 14.6                | 13.9                | 12.0                | 12.4                | 11.0                |
| Germany, East.....    | .1                  | .5                  | 1.4                 | 1.3                 | 1.2                 | 1.1                 | 1.7                 | 1.0                 |
| Soviet Union.....     | --                  | 1.3                 | .4                  | --                  | --                  | --                  | --                  | --                  |
| Total ECMA.....       | .1                  | 1.8                 | 1.8                 | 1.3                 | 1.2                 | 1.1                 | 1.7                 | 1.0                 |
| Austria.....          | .1                  | .1                  | .1                  | .1                  | .1                  | .1                  | .1                  | .1                  |
| Denmark.....          | .1                  | .1                  | .1                  | .2                  | .2                  | .1                  | .1                  | .1                  |
| Ireland.....          | 4.5                 | 1.4                 | 1.7                 | 1.8                 | 2.5                 | 1.6                 | 1.1                 | 1.2                 |
| Norway.....           | .2                  | .2                  | (2)                 | --                  | --                  | --                  | (2)                 | (2)                 |
| Sweden.....           | .2                  | .2                  | (2)                 | --                  | --                  | --                  | --                  | --                  |
| Switzerland.....      | .1                  | (2)                 | .1                  | .1                  | .1                  | .1                  | .1                  | .1                  |
| United Kingdom.....   | 47.1                | 53.8                | 55.9                | 58.2                | 62.3                | 50.8                | 56.5                | 53.4                |
| Other.....            | .4                  | .3                  | .3                  | --                  | --                  | (2)                 | (2)                 | (2)                 |
| Total Europe.....     | 64.1                | 70.8                | 73.2                | 76.3                | 80.3                | 65.8                | 72.0                | 66.9                |
| Japan.....            | (2)                 | .1                  | .1                  | (2)                 | .1                  | (2)                 | (2)                 | (2)                 |
| New Zealand.....      | .8                  | .9                  | .9                  | 1.0                 | .9                  | .8                  | 1.1                 | 1.1                 |
| Other countries.....  | 2.7                 | 2.3                 | 1.7                 | 1.6                 | 3.0                 | 1.2                 | 1.9                 | 1.9                 |
| Grand total.....      | 69.8                | 76.6                | 78.1                | 80.8                | 86.6                | 69.7                | 77.5                | 72.0                |

<sup>1</sup> Based on export statistics of Australia and Greece. Export seasons as for Table 5. <sup>2</sup> Less than 500 short tons.

for nearly all the producing countries that publish trade statistics, while import data are available only on a calendar-year basis for several important importing countries. Furthermore, import statistics are not available for a number of the Communist countries that buy appreciable volumes of dried grapes. Import statistics, as such, are given in the Appendix to this report. As would be expected, comparisons of importing countries' trade statistics with those of exporting countries will reveal numerous inconsistencies because of such factors as time lag between exportation and importation, differences between gross weight and net weight, and the existence of "transit" trade. Furthermore, import statistics include shipments from sources such as Mainland China, Pakistan, and Afghanistan, for which export statistics are not available. However, except for Afghanistan's shipments, the volume of these is negligible, and Afghanistan's exports are very largely to India and the Soviet Union.

## PER CAPITA CONSUMPTION

Per capita consumption of dried vine fruits has been calculated for those countries for which adequate data are available. Most of the figures in this section relate to European countries. They are the most active importers of raisins and currants and publish trade statistics in sufficient detail to enable such calculation. For the sake of convenience, the combined consumption of raisins and currants is referred to in this section as "raisin" consumption.

In computing consumption in the importing, nonproducing countries, annual net imports were simply divided by population. No attempt was made to take inventory changes into consideration for the simple reason that information on stocks in the importing countries is virtually nonexistent. Admittedly, any change in stocks would have to be taken into consideration to calculate accurately the consumption in an individual year. However, by averaging consumption over a number of years, the influence of changes in inventory can be minimized.

Remarkably, English-speaking countries lead the world as raisin eaters. With nearly 6 pounds per capita in the 1960-64 period, Ireland ranked first; New Zealand was second with over 5-1/2 pounds, and the United Kingdom third with nearly 5 pounds. The Australians are also heavy raisin consumers, ranking fourth, with over 4 pounds per capita. The Dutch, the only non-English speakers in the top six, rank fifth and consume about 4 pounds. They are followed by the Canadians, whose level of consumption exceeds 2-1/2 pounds annually.

Most countries in northern and central Europe rate as substantial raisin consumers on a per capita basis. These include the Scandinavian countries, West Germany, Belgium, Austria, and Switzerland. On the other hand, the French and Italians eat relatively few raisins. Although per capita data were not calculated

Table 12.--Per capita consumption of raisins and currants in specified countries, average 1951-54, 1955-59, 1960-64 and annual 1960-65

| Country                 | Average       |               |               | 1960          | 1961          | 1962          | 1963          | 1964          | 1965          |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                         | 1951-54       | 1955-59       | 1960-64       |               |               |               |               |               |               |
|                         | <u>Pounds</u> |
| Austria.....            | 1.10          | 1.44          | 1.45          | 1.39          | 1.42          | 1.58          | 1.32          | 1.52          | 1.58          |
| Belgium-Luxembourg..... | 1.36          | 1.24          | 1.25          | 1.08          | 1.31          | 1.33          | 1.30          | 1.22          | 1.22          |
| Denmark.....            | 1.66          | 2.13          | 2.11          | 1.85          | 1.69          | 1.93          | 1.50          | 1.84          | 1.72          |
| Finland.....            | 3.58          | 2.26          | 2.03          | 2.34          | 1.99          | 2.21          | 1.76          | 1.85          | 1.70          |
| France.....             | .27           | .38           | .40           | .35           | .38           | .45           | .43           | .38           | .48           |
| Ireland.....            | 10.52         | 5.68          | 5.84          | 6.09          | 5.93          | 5.75          | 7.01          | 4.41          | 5.60          |
| Italy.....              | .41           | .38           | .44           | .45           | .47           | .48           | .45           | .34           | .19           |
| Germany, West.....      | 1.80          | 2.01          | 1.76          | 1.64          | 1.81          | 1.99          | 1.65          | 1.72          | 1.76          |
| Netherlands.....        | 3.53          | 3.94          | 3.99          | 3.93          | 3.89          | 4.32          | 4.07          | 3.72          | 3.84          |
| Norway.....             | 2.64          | 2.27          | 1.94          | 1.97          | 1.85          | 2.26          | 1.86          | 1.76          | 1.98          |
| Sweden.....             | 1.43          | 1.37          | 1.22          | 1.29          | 1.20          | 1.41          | .99           | 1.22          | 1.15          |
| Switzerland.....        | 1.08          | 1.12          | 1.11          | 1.14          | 1.08          | 1.22          | .97           | 1.15          | 1.13          |
| United Kingdom.....     | 5.39          | 4.79          | 4.96          | 5.08          | 4.59          | 5.45          | 4.98          | 4.71          | 4.67          |
| Yugoslavia.....         | .06           | .16           | .19           | .11           | .25           | .11           | .26           | .20           | .24           |
| Brazil.....             | .07           | .04           | .08           | .07           | .20           | .05           | .04           | .05           | .04           |
| Canada.....             | 3.21          | 3.01          | 2.61          | 2.73          | 2.41          | 2.69          | 2.66          | 2.55          | 2.68          |
| Cuba.....               | .18           | .20           | (2)           | (2)           | (2)           | (2)           | (2)           | (2)           | (2)           |
| Japan.....              | .06           | .08           | .33           | .15           | .27           | .47           | .34           | .44           | .31           |
| Mexico.....             | .07           | .06           | .003          | .01           | .001          | .003          | .001          | .001          | .001          |
| New Zealand.....        | 6.30          | 5.95          | 5.55          | 5.73          | 6.34          | 5.11          | 5.46          | 5.09          | (2)           |
| Venezuela.....          | .16           | .18           | .22           | .23           | .20           | .20           | .22           | .26           | .21           |
| Australia.....          | 5.09          | 4.18          | 4.18          | 4.26          | 4.12          | 4.02          | 4.11          | 4.40          | 3.96          |
| United States.....      | 1.77          | 1.59          | 1.50          | 1.42          | 1.60          | 1.47          | 1.49          | 1.45          | 1.54          |

<sup>1</sup> 1956-58. <sup>2</sup> Not available.

for Portugal, Spain, Greece, Romania, Bulgaria, Iran, and Turkey, it appears that their levels of consumption are low, probably a pound or less. Yugoslav consumption is also low. In the producing countries of Greece, Iran, and Turkey, it is difficult to ascertain the consumption of raisins as such. Although estimates are obtainable on the domestic disappearance in these three countries, an appreciable portion is often distilled into alcohol. Only for Greece are the quantities used industrially known; the quantity remaining for food implies low per capita consumption.

The Latin American countries have very low levels of consumption. The Japanese level of one-third pound per capita, though relatively low, has risen astronomically the last few years. The U.S. level of 1-1/2 pounds is similar to that of some countries in Europe.

The trend in per capita raisin consumption is not particularly encouraging. It has been downward or stagnant in a number of important consuming countries, including Belgium-Luxembourg, Finland, West Germany, Norway, Sweden, Switzerland, Canada, New Zealand, Australia, and the United States. The trend has been upward in a few countries where the consumption rate has been very low: France, Italy, Japan, and Yugoslavia. This is significant in the raisin marketing outlook since these countries have sizable populations. Japan's consumption has more than quintupled in a period of 10 years. The trend also appears (in the absence of complete or detailed trade statistics) to be upward in a number of Eastern European countries: Czechoslovakia, East Germany, Hungary, Poland, and the Soviet Union. Rising personal income, coupled with state policy to permit a higher standard of living for the consumer, is very likely the basis for this apparent improvement.

## COMPETITIVE FACTORS

### Prices

In comparing prices of raisins originating in different countries, a question arises: How comparable or interchangeable are the various types of raisins? In this report, the price of California Natural Thompson Seedless raisins is compared with that of Australian 4 Crown "sultanas", Greek No. 4 Natural sultanas, Iranian Maragha/Urmia sultanas, and Turkish No. 9 sultanas.

Of these, the Greek No. 4 Natural is most comparable to the Natural Thompson, a raisin that has not been dipped in caustic soda, nor sulfured, nor shade dried. However, it is a sultana, while the Thompson is a sultanina. Also, the techniques of drying grapes in Greek vineyards are considerably different from those employed in California. The other 3 types of raisins are quite unlike Natural Thompsons in certain respects, but their prices are most regularly quoted, enabling them to be charted. In spite of their dissimilarity with Natural Thompsons, their price trends have a bearing on the price level of California Thompsons.

The Turkish No. 9 is a sultana that has been soda dipped, sun dried, and sulfured. (The Greek No. 4 Regular--not Natural--is very similar to the Turkish No. 9. The next higher grade is the Turkish No. 10 and Greek No. 2.)

The Australian "sultana", actually a Thompson Seedless, is a soda-dipped, rack-dried product. It is intermediate in color between the natural and sulfured raisins.

The Iranian Maragha/Urmia is a soda-dipped, sun-dried sultana, but unless specified, it is unwashed. This is the most frequently quoted of the Iranian types. Other Iranian types are the Bidona, a natural raisin--sun dried, neither dipped in soda nor sulfured--and the Sabsa--soda dipped, sun dried, washed, sulfured, and re-dried, as is typical of Turkish or Greek sultanas.

Needless to say, such differences in variety of grape and method of drying, not to mention environment and farming techniques, result in differences in appearance, taste, thickness of skin, plumpness, stickiness, and keeping quality. Furthermore, packinghouse techniques vary among the producing countries, resulting in differences in freedom from capstems, grit, and other foreign matters. Countries also vary in the meaningfulness of their grade standards.

The various end uses for raisins reflect their diverse characteristics. This point is well illustrated in the British market, where Australian "sultanas" dominate the retail outlet, Turkish sultanas and Greek currants prevail in the baking industry, and California Thompsons are preferred by confectionary producers.

Price Comparisons for Raisins in London, September 1961-September 1966

(Landed, duty-paid)

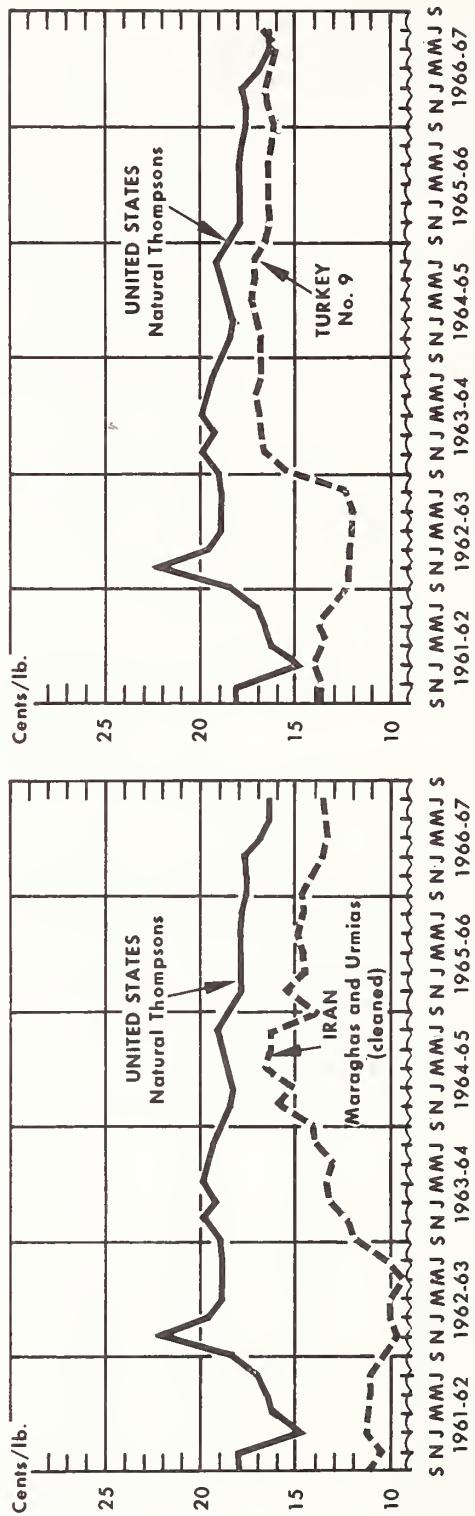
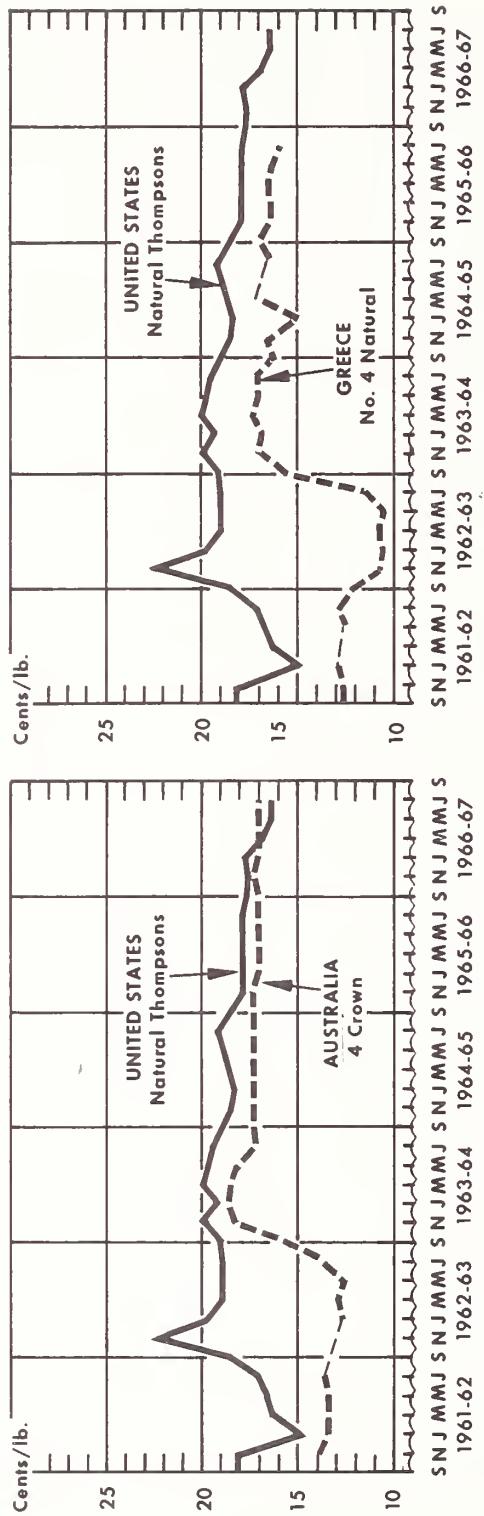


Table 13.--Monthly average prices of raisins, duty-paid basis, London, England

|                            | September                         | November                          | January                           | March                             | May                               | July                              |
|----------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
|                            | U.S. cents per pound <sup>1</sup> |
| 1961-62:                   |                                   |                                   |                                   |                                   |                                   |                                   |
| U.S. Natural Thompson..... | 18.2                              | 18.2                              | 15.0                              | 16.4                              | 16.8                              | 17.2                              |
| Australia 4 Crown.....     | --                                | 14.0                              | 13.6                              | 13.6                              | 13.6                              | 13.8                              |
| Greece No. 4 Natural.....  | 12.8                              | 12.8                              | 13.0                              | --                                | 12.7                              | 13.0                              |
| Iran Maragha/Urmia.....    | 11.3                              | 10.7                              | 11.4                              | 11.3                              | 11.2                              | 11.2                              |
| Turkey No. 9.....          | 13.8                              | 13.8                              | 14.2                              | 13.8                              | 13.8                              | 13.4                              |
| 1962-63:                   |                                   |                                   |                                   |                                   |                                   |                                   |
| U.S. Natural Thompson..... | 18.6                              | 22.6                              | 19.8                              | 19.0                              | 19.0                              | 19.0                              |
| Australia 4 Crown.....     | --                                | --                                | 12.8                              | 13.0                              | 12.8                              | 13.8                              |
| Greece No. 4 Natural.....  | 12.4                              | 10.9                              | 10.8                              | 10.9                              | 10.7                              | 11.5                              |
| Iran Maragha/Urmia.....    | 10.6                              | 9.9                               | 10.2                              | 10.2                              | 9.6                               | 10.3                              |
| Turkey No. 9.....          | 12.6                              | 12.4                              | 12.4                              | 12.2                              | 12.2                              | 12.6                              |
| 1963-64:                   |                                   |                                   |                                   |                                   |                                   |                                   |
| U.S. Natural Thompson..... | 19.2                              | 20.0                              | 19.4                              | 20.0                              | 19.8                              | 19.6                              |
| Australia 4 Crown.....     | 16.0                              | 18.4                              | 18.6                              | 18.6                              | 18.4                              | 17.2                              |
| Greece No. 4 Natural.....  | 15.7                              | 17.2                              | 17.0                              | 17.4                              | 17.2                              | 17.2                              |
| Iran Maragha/Urmia.....    | 12.0                              | 12.5                              | 13.3                              | 13.6                              | 13.2                              | 14.0                              |
| Turkey No. 9.....          | 15.6                              | 16.8                              | 17.0                              | 17.0                              | 17.2                              | 17.0                              |
| 1964-65:                   |                                   |                                   |                                   |                                   |                                   |                                   |
| U.S. Natural Thompson..... | 18.8                              | 18.6                              | 18.4                              | 18.8                              | 19.0                              | 19.2                              |
| Australia 4 Crown.....     | 17.4                              | 17.4                              | 17.4                              | 17.4                              | 17.4                              | 17.4                              |
| Greece No. 4 Natural.....  | 16.6                              | 16.8                              | 15.2                              | 17.2                              | --                                | 16.6                              |
| Iran Maragha/Urmia.....    | 14.3                              | 16.0                              | 15.4                              | 16.8                              | 16.6                              | 16.6                              |
| Turkey No. 9.....          | 17.0                              | 17.0                              | 17.2                              | 17.4                              | 17.2                              | 17.2                              |
| 1965-66:                   |                                   |                                   |                                   |                                   |                                   |                                   |
| U.S. Natural Thompson..... | 18.6                              | 18.0                              | 18.0                              | 18.0                              | 18.0                              | 18.0                              |
| Australia 4 Crown.....     | 17.4                              | 17.4                              | 17.2                              | 17.2                              | 17.2                              | 17.2                              |
| Greece No. 4 Natural.....  | 17.0                              | 16.6                              | 16.6                              | 16.8                              | 16.6                              | 16.0                              |
| Iran Maragha/Urmia.....    | 14.0                              | 15.6                              | 14.8                              | 14.8                              | 15.0                              | 14.8                              |
| Turkey No. 9.....          | 16.8                              | 16.6                              | 16.6                              | 16.6                              | 16.6                              | 16.4                              |
| 1966-67:                   |                                   |                                   |                                   |                                   |                                   |                                   |
| U.S. Natural Thompson..... | 17.8                              | 17.8                              | 17.9                              | 17.0                              | 16.6                              | 16.6                              |
| Australia 4 Crown.....     | 17.2                              | 17.4                              | 17.2                              | 17.2                              | 17.2                              | 17.2                              |
| Greece No. 4 Natural.....  | --                                | --                                | --                                | --                                | --                                | --                                |
| Iran Maragha/Urmia.....    | 14.8                              | 14.4                              | 13.9                              | 13.6                              | 13.6                              | 13.8                              |
| Turkey No. 9.....          | 16.2                              | 16.4                              | 16.6                              | 16.5                              | 16.2                              | 16.8                              |

<sup>1</sup> Converted from pounds sterling at exchange rate of \$2.80 per pound.

The quarterly prices plotted on the charts are those quoted in the London market, where they are generally listed weekly<sup>3</sup> on a landed, duty-paid basis. In instances where the quotations are given on a c.i.f. or f.o.b. basis, they have also been converted to landed, duty-paid basis.

The charts reveal that world prices have generally drifted downward from the high levels of the 1963-64 crop year when foreign production was short and when much of a large California crop was not marketable because of rain damage. The decline has not been drastic, however. The price of Natural Thompsons, for instance, has decreased from about 20 cents to about 16-1/2 cents, a decline of 17-1/2 percent, over a period of 4 years. For Australian 4 Crown, the decline has been from 18-1/2 to about 17-1/4 cents, a decrease of 7-1/4 percent. Turkish No. 9 slipped from 17 cents in January 1964 to 16.2 cents in May 1967, off 9 percent. Greek No. 4 Naturals also declined moderately. Iranian raisin prices, however, have followed a more independent trend. Very short Iranian packs in 1964-65 and 1965-66 resulted in Maragha/Urmia prices substantially above those of earlier years, particularly those of 1962-63 when Iran harvested a very large crop. Iranian prices have fallen appreciably in recent months from a peak of 16.8 cents in March 1965 to 13.6 cents in March 1967.

It is apparent from the charts that California Thompsons are consistently the highest priced and Iranian Maragha/Urmias consistently the lowest priced. Interestingly, of the 6 crop years charted, surplus pooling of California Thompsons was in effect in all but 1962-63.

It also appears from these quotations that the gap between California prices, on the one hand, and Australian, Greek, and Turkish on the other, has narrowed perceptibly. As a matter of fact, at the tail end of the 1966-67 season, London prices for Thompsons had dipped below those of the Australian 4 Crown and Turkish No. 9. However, the narrowing of the gap between California and Turkish/Greek prices may be more apparent than real. The quotations listed are gross prices--before deduction of discounts to agents, brokers, and buyers--and for cash or prompt payment. In 1964 and 1965, Greek and Turkish packers raised their discounts, thus lowering the net price. European industry sources have also claimed that some of the raisins from countries competing with California had been downgraded, i.e., they were being sold at a grade lower than they actually merited. These sources also allege that even larger-than-official discounts, as well as "promotion allowances," are now being granted.

<sup>3</sup> As reported in the Saturday issues of the Public Ledger, London's oldest daily newspaper.

## Governmental Assistance

In four of the Big Five, government plays an active part in stimulating exports and assuring adequate returns to the growers. Only in Iran is raisin marketing relatively free of government intervention.

Australia.--Two essential features have distinguished the organization of the marketing of dried fruits in Australia: The regulation of exports through a statutory control authority and a voluntary price equalization scheme run by the industry.

The Australian Dried Fruits Control Board has had full responsibility for the export marketing policies for dried vine fruits, authorized by legislation, since 1925. The Board consists of seven members elected by growers and four nominated by the Australian Government.

The Board endeavors to bring about the orderly marketing of the three-fourths of Australian production that is exported. It is a purely regulatory body and has no trading powers. It operates as follows: Once the size of the new crop has been estimated, allocations are established for the Australian market, Canada, New Zealand, Japan, Western Europe, Ireland, and "other markets," which includes the West Indies, Africa, and the Middle East. The balance, except for a minor tonnage which may be set aside as a reserve for possible increased sales to any market, is allocated to the United Kingdom. The allocation to the United Kingdom has generally accounted for over half of the export total. The Board implements the export allocations by means of its licensing machinery. Allocations are subject to revision if the crop outturn does not correspond to the early-season crop estimate.

At the beginning of the crop season, the Board also sets minimum prices, by grades, for each export market. These, too, are subject to change during the season, should conditions warrant it.

It has been the Board's policy to make sales on an f.o.b. or c.i.f. price basis to Canada, New Zealand, continental Europe, Ireland, Japan, Fiji and the Pacific islands, West Indies, Ceylon, Africa, the Middle East, India, Burma, Malaya, and Hong Kong. In the all-important U.K. market, however, a consignment method of marketing is used.

The Board is represented in the United Kingdom by the London Agency, which is responsible for the appraisal of each parcel of Australian fruit and arranges its sale through agents at not less than the minimum price set for each crown grade. The Agency also supervises fumigation of the fruit. It consults on major matters with an advisory panel, whose members are all closely associated with the dried fruit business, before sending recommendations such as suggested opening prices, to the Board.

According to the Board, "The establishment of reserve prices does not imply or tend to imply that such prices are the maxima obtainable by selling agents." Prices on the domestic market are maintained at a higher level than export prices.

Operations of the Board are financed entirely by the producers of dried vine fruits. In recent seasons, producers have paid an annual levy ranging between U.S. \$1.50 and \$2.33 per short ton uniformly on sultanas, lexias, and currants.

The Board also carries out export promotion programs in foreign markets, especially in the United Kingdom. Advertising, demonstrations, exhibitions, and various public relations activities are financed in raisin-importing countries.

The other feature that distinguishes the Australian marketing of dried vine fruits, that of producer-price equalization, is not a function of any government body. It is handled by the Australian Dried Fruits Association, an unincorporated body representing more than 90 percent of the growers and packinghouses. Under this scheme, returns from all outlets--based on the allocations set--are averaged together, and all the growers thereby share in the returns from high-price and low-price markets.

Price stabilization plan: The Australian Government, in May 1964, enacted legislation to implement a price-support scheme, known as the Dried Vine Fruits Stabilization Plan, following a referendum in which 94 percent of the growers voted in favor of the Plan. Dried currants, raisins, and sultanas are covered by this Plan. The Plan provides for a guaranteed price for each kind of dried vine fruit in each of the five seasons beginning with the 1964 crop.

The guaranteed price is U.S. \$10 per short ton (A \$10 per long ton) below the average cost of production for each product. The average cost of production is brought up to date each year by application of an index of costs calculated by the Bureau of Agricultural Economics. The Government-declared 1964 and 1967 season costs of production and guaranteed prices (converted to U.S. dollars per short ton) were as follows:

|                          | 1964     |         |          | 1967     |         |          |
|--------------------------|----------|---------|----------|----------|---------|----------|
|                          | Currants | Raisins | Sultanas | Currants | Raisins | Sultanas |
| Cost of production ----- | \$227    | \$202   | \$218    | \$269    | \$243   | \$260    |
| Guaranteed price -----   | \$217    | \$192   | \$208    | \$259    | \$233   | \$250    |

The average sweatbox return to the growers has to be calculated to a basis of comparison with the guaranteed price. This is done by ascertaining the average f.o.b. return for each of the three kinds of dried grapes and deducting from it the average packers' and agents' charges for each kind. To the extent that the calculated average sweatbox return is below the guaranteed price, a payment is made to the growers to bring the average sweatbox return up to the guaranteed price.

The total quantity of each kind of vine fruit that is eligible for payment is limited to 15,120 short tons of currants, 12,320 of raisins, and 84,000 of sultanas. There is also a limitation as to quality: The guarantee applies only to fruit that complies with standards prescribed by the Australian Government.

To finance this price support system, three stabilization funds--one for each product--have been established. Growers contribute the amount that the average return for the season is more than U.S. \$10 per short ton above the cost of production; the contribution is not to exceed \$20 per ton. It is in the form of an excise duty levied on the total quantity of the product produced and packed in that season. However, no contributions are required from growers if seasonal production falls below 8,960 short tons for currants, 6,720 tons for raisins, and 56,000 tons for sultanas.

When a price support payment, i.e., "bounty" is made to growers, the bounty is payable from the stabilization fund. If there is insufficient money in a stabilization fund, the government provides the necessary funds to make the payment due the growers. A limit has been set on the amount of money that may accumulate in each stabilization fund: U.S. \$1,120,000 for currants, \$1,120,000 for raisins, and \$4,480,000 for sultanas. If contributions by growers swell a fund above the stipulated maximum, the excess is used first to reimburse the government for its contributions to the fund. The balance is distributed to the growers who had contributed to the particular fund. Through the 1966 season, no price support payments were made to growers.

Greece.--The Greek Government's goal in the fifties was to increase sultana production and exports. It was so successful in achieving greater production that its main emphasis since has been on assisting in the marketing of the large crops and assuring adequate prices to growers. In the Five-Year Program announced in 1959, the government envisioned exports of 77,000 short tons by 1963, nearly 50 percent above the 1955-59 level. By the 1962-63 season, exports already amounted to 87,000 tons. True, exports fell below the goal in 1963-64 and 1964-65 as a result of short crops caused by bad weather, but in 1965-66 they exceeded 87,000 tons.

To achieve the twin objectives of remunerative grower prices (even in years of bumper crops) and heavy exports, Greece has had to resort to support prices--known there as "security prices"--and export subsidies in some seasons.

In 1956 the Greek parliament passed legislation making price supports available to sultana producers. Under this legislation, the Ministers of Commerce and Agriculture jointly set a security price every July and also determine the quantity of sultanas that the Confederation of Sultana Cooperatives (K.S.O.S.) will be authorized to buy at the security price during the marketing season. In recent seasons there has been no limit on the quantity.

Support prices are set for each major grade, but the "basic" price is that established for Grade No. 4. These have been as follows the last eight seasons, in terms of U.S. cents per pound:

|              |      |              |      |
|--------------|------|--------------|------|
| 1966-67..... | 15.9 | 1962-63..... | 9.8  |
| 1965-66..... | 15.1 | 1961-62..... | 10.6 |
| 1964-65..... | 13.6 | 1960-61..... | 10.6 |
| 1963-64..... | 10.6 | 1959-60..... | 10.6 |

The 1966-67 levels, in U.S. cents per pound, are detailed below as an indication of the range in security prices according to grade:

|            |      |
|------------|------|
| No. 1..... | 16.6 |
| No. 2..... | 16.2 |
| No. 4..... | 15.9 |
| No. 5..... | 15.4 |

The security prices set in July are not immutable: They may be changed in the course of the season. The above 1966-67 prices, for instance, were set in August, and were about 3/4 cent higher than the original supports announced in July. In the last few years growers have been selling about 90 percent of the crop to K.S.O.S. and the remainder to private packers.

The prices that exporters have to pay K.S.O.S. for sultanas are set by the Sultana Sales Board, also known as the Sultana Distribution Committee. The Board also specifies the tonnage available at a given price and is responsible for carrying out the government's export policy on sultanas. Its members are nominated by common decision of the Ministers of Commerce and Agriculture, and its functions are as follows:

(a) To follow closely the international marketing situation for sultanas.

(b) To watch carefully the development of export policy in competing countries and, if necessary, establish contact with similar boards in other countries for the adoption of a common export policy.

(c) To design the general policy to be followed throughout the marketing season for the sale of Greek sultanas.

(d) To dispose of--on the domestic or foreign market--any amount of sultanas, both from collected stocks and from the crop to be harvested, that in its judgment would seem appropriate.

The Board also is responsible (since the establishment of minimum export prices in June 1963 under the International Sultana Agreement) for administering the minimum export prices for Greek sultanas. When the international market is strong, the Board naturally sets prices to exporters at a level that will result in export prices higher than the minima set by the Agreement. A list of sales prices (exclusive of the 2.5 percent agent's commission/discount) to exporters set by the Board between July and December 1966 follows:

| Effective date | Grades                           |                                  |                                  |                                  |                                  |
|----------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|                | No. 1<br>U.S. cents<br>per pound | No. 2<br>U.S. cents<br>per pound | No. 4<br>U.S. cents<br>per pound | No. 5<br>U.S. cents<br>per pound | No. 6<br>U.S. cents<br>per pound |
| July 25        | 11.3                             | 10.7                             | 10.3                             | 9.7                              | --                               |
| August 5       | 11.9                             | 11.2                             | 10.8                             | 10.7                             | --                               |
| August 27      | 11.9                             | 11.2                             | 10.8                             | 10.7                             | --                               |
| September 17   | 12.5                             | 11.7                             | 11.0                             | 10.7                             | --                               |
| September 20   | --                               | --                               | 11.3                             | 10.8                             | --                               |
| September 22   | --                               | --                               | --                               | --                               | 9.3                              |
| October 3      | 12.9                             | 11.9                             | --                               | --                               | --                               |
| December 7     | 12.6                             | 11.7                             | 11.0                             | 10.6                             | 9.0                              |

The July 25 prices refer only to 1965-crop fruit for sales after September 1, 1966. The inclusion of a grade No. 6 is unusual; in this case it covers the substantial volume of 1966-crop sultanas that suffered serious rain damage. The December 7 reduction in the price to packers was reportedly made to offset increases in labor costs and handling charges within Greece.

Detailed information is not available on the cost to the Greek Treasury of its support and export programs. Unofficial Greek sources have estimated a loss of some U.S. \$13 million for the 1965 crop. The cost to the Greek Government of its programs for marketing the 1964 crop have been estimated unofficially at \$3 million to \$4 million. In the 1963-64 season, on the other hand, there were no losses to the government since world prices rose. As a matter of fact, K.S.O.S., sold to exporters at higher prices than the prices it paid and was able to make a supplementary payment to growers from its profits.

The Agricultural Bank, which makes loans to growers for fertilizer, spray material, and other inputs, is another government aid to growers. Since there has been some difficulty in obtaining repayments, the government has linked its support payments to the indebtedness of farmers to the Agricultural Bank. Thus, when the support price is 15.1 cents, the farmer is assured of only 7.6 cents, and the remainder--usually about half of the support price--is used to pay off his debts to the Agricultural Bank.

The Greek Government also provides security prices for dried currants. The Autonomous Currant Organization (A.S.O.) is responsible for the purchase of currants at support prices. Traditionally, the quantity of currants that A.S.O. could buy up at the security price has not been limited. (In earlier years, K.S.O.S. was authorized to buy only limited quantities of sultanas.) The average security prices for currants delivered at an A.S.O. warehouse have been as follows during the last 3 seasons:

|                   |                           |
|-------------------|---------------------------|
| 1966-67 . . . . . | 14.4-15.7 cents per pound |
| 1965-66 . . . . . | 13.7-14.9 " " "           |
| 1964-65 . . . . . | 12.2-13.4 " " "           |

Actually, the range in security prices for currants is considerable, depending on grade and region. There are six grades: Shade choice, shade, sun choice, sun extra, current grade, and current grade B. There are also six regions: Aegialia, Corinthia, Patras and Ionian Islands, Amalias and Trifilia, Other Ilia and Pylia, and Other Messinia. A.S.O. fixes a specific security price for each grade in each region. In 1966-67, this meant designating 31 security prices, ranging from 14.0 cents per pound for current grade B Other Messinia to 16.0 cents for shade choice Aegialia.

A.S.O.'s various functions have been financed by both a small levy on growers' deliveries (3/10 cent per kilogram) and an annual appropriation by the government. The exportation of currants, unlike sultanas, has not been subsidized directly. However, beginning with the 1965 crop, an indirect subsidy has been granted to packers from the State Budget. Since 11 to 18 percent (varying by region) of packers' fruit receipts are culled out (the so-called processors' discards) and diverted at a low price into the alcohol industry, the Ministerial Council, by financing a higher price to packers for these culled, has enabled the packers to price their sound fruit more competitively. In September 1964, the Council raised the price paid by A.S.O. for processors' discards from 5.3 to 7.6 cents per pound. Over \$800,000 was allocated from the State Budget for this expense. The benefit to the packers was estimated at \$11.80 per short ton of marketable fruit. In September 1966, the Council decided to continue this indirect subsidy on currant exports by further increasing the price paid by A.S.O. for processors' discards to 9.1 cents per pound.

Iran.--The Iranian Government has intervened hardly at all in the production and marketing of raisins. Except for brief and infrequent periods of export subsidization, it has practiced a strictly "hands-off" policy toward the industry. Thus, the numerous members of the Iranian raisin trade--merchants and processors--have enjoyed considerably more freedom in buying and selling raisins than their counterparts in Australia, Greece, Turkey, and the United States.

The few instances of governmental intervention include subsidization of inland railroad freight rates for export shipments in the 1950-60 season, allocation in 1963-64 of \$1.4 million for an export subsidy equivalent to 20 percent of the f.o.b. value (15 percent going to the exporters and 5 percent to the Ministry of Economy to promote exports and improve quality), and the making available of relatively cheap credit to exporters on up to 90 percent of the export value of the fruit. The government has also made bilateral trade deals, which included raisins, with other countries.

Probably the most significant activity of the government has been the development of export standards and an inspection service, already carried out by the other four members of the Big Five.

Turkey.--Turkish government policies and programs on marketing raisins are quite similar to those of Greece. Turkey is committed to adequate grower prices and expansion of exports and, as a member of the International Sultana Agreement, endeavors to prevent exports at less than the agreed minima.

Like Greece, Turkey has a cooperative organization financed by the government to purchase sultanas at the support price in order to maintain grower price levels. Taris, the Turkish cooperative, reportedly purchased about 65,000 tons of sultanas in the 1965-66 season and was funded to buy up to 45,000 tons in the 1966-67 season. These quantities apparently represent a smaller proportion of the crop (50 percent in 1965-66) than the proportion purchased by the Greek cooperative organization, K.S.O.S. Thus, it has been more difficult to achieve and maintain minimum grower and export prices in Turkey. In the fall of 1965, Turkish authorities resorted to a fluctuating daily tax on sales on the Izmir Commodity Exchange (the famous Izmir Bourse). The magnitude of the tax varied directly with the size of the gap between the actual daily price and the minimum export price. Early in the season, the tax had to be fairly large, amounting to over 15 percent of the minimum price; as the season progressed, it tapered off, amounting to 3 percent by mid-October and still less by the end of the year.

The minimum grower prices set by the government for both the 1965 and 1966 crops were as follows:

|                        |       |                      |
|------------------------|-------|----------------------|
| Grade No. 8 . . . . .  | 10.93 | U.S. cents per pound |
| Grade No. 9 . . . . .  | 11.44 | " " " "              |
| Grade No. 10 . . . . . | 11.89 | " " " "              |

These prices were converted from Turkish currency at the official rate of 9.0 lira per U.S. \$1. To the extent that the free-market rate of Turkish currency is less than the official rate, the above prices are overstated in terms of U.S. currency. It is therefore not possible to readily compare these Turkish internal prices with those of other countries as long as official and free rates of exchange differ.

Taris has considerable processing capacity of its own and is able to export a substantial tonnage in its own account year in and year out. Only in years of heavy supplies does it buy raisins from other than its members and resell these raisins to other exporters. If Taris is unable to export these raisins, they may be diverted to the alcohol industry or the military, with the Turkish Government defraying the loss.

The Ministry of Commerce is responsible for regulating the raisin trade, including such functions as setting the minimum grower prices and the opening date of the raisin market. The Izmir Exporter's Union is also influential. The Union is usually consulted by the Ministry of Commerce when the latter establishes minimum prices. It sponsors forecasts of the raisin pack and registers export transactions.

United States.--Raisin marketing in the United States has been under a Federal marketing agreement and order since August 18, 1949. The prior approval of at least two-thirds of the voting growers (by number or tonnage) and of the handlers of at least 50 percent of the tonnage was obtained, as required, before this marketing order was issued. The program has been amended four times since its inception, but the major provisions have remained essentially the same since 1955. These include (a) minimum grade and condition standards for natural-condition raisins (raisins as received from producers) and for packed processed raisins, (b) volume control of standard raisins (those meeting the quality standards), and (c) control of the disposition of surplus and reserve raisins.

"Volume control" consists of establishing a "free" percentage, a "reserve" percentage, and a "surplus" percentage for each season. These percentages apply to all standard-quality raisins acquired by handlers (packers). Free tonnage may be marketed without restriction providing it meets quality requirements. Surplus tonnage is held by handlers for the account of the Raisin Administrative Committee (RAC) and may not enter normal domestic marketing channels. Surplus tonnage may be sold in export to most non-Western Hemisphere destinations. If not entirely sold in export, it is disposed of in other than normal domestic outlets, such as livestock feed or distillation. Surplus raisins may also be used by charitable institutions or in government-sponsored feeding programs, such as school lunches and donation to low-income families. Reserve tonnage is held by handlers for the account of RAC until it is determined whether it is needed to meet domestic trade requirements; any reserve tonnage not needed for this purpose becomes surplus tonnage.

Some years ago when dollar exchange shortages in European countries still posed a serious problem for U.S. raisin exports, the U.S. Department of Agriculture subsidized exports of California raisins. However, the subsidies were steadily scaled down--from 4.25 cents per pound in 1949-50 to 1.5 cents per pound in 1954-55, the last season when export subsidies were paid.

Promotion, advertising, and marketing research activities are carried out by the California Raisin Advisory Board--a State body--in the United States and abroad. Such activities have been conducted in foreign markets by the Board in cooperation with the U.S. Department of Agriculture's Foreign Agricultural Service. In fiscal 1965-66, \$374,000 was spent in foreign market development, of which \$194,000 was contributed by FAS and \$180,000 by CRAB. CRAB's activities, domestic and foreign, are financed by an assessment of \$2.50 per ton on both growers and packers, for a total of \$5 per ton.

## Grades and Standards

There are no international standards for grades of raisins. However, every exporting country probably has some system of grades. In some countries the standards are established and enforced by the government or by governmentally authorized bodies; this is the case for nearly all major exporting countries. In other countries the standards simply represent common commercial practice.

Australia.--There are seven official grades of "sultanas," ranging from 1 Crown to 7 Crown. The highest grade is 7 Crown, a grade so high that it rarely appears in commerce. Similarly, the 1 Crown grade is so low that it, too, is of negligible significance. These grades are mandatory and were arrived at jointly by representatives of the raisin industry and officials of the Department of Primary Industry. They are incorporated in the Exports (Dried Fruits) Regulations of the Commonwealth of Australia.

The main criteria used in setting the grades, standards of color and size of berry, are redetermined each year by the Australian Dried Fruit Board. In effect, the Board establishes a "fair average quality" each season when it determines the color and size standards to be used in setting the grades. In order to do this, samples are assembled from all the growing areas, and the standard is set for each crown for that season.

The main grade, by far, shipped in export is the 5 Crown; the 4 Crown is also heavily represented. These two grades account for about 90 percent or more of Australian exports in most years. Normally, 3 Crown is not much of a factor in exports. However, in 1960 and particularly in 1966 much more 3 Crown than usual appeared in both the domestic and the export packs. In 1966 the 2 Crown grade was also exceptionally numerous. As a matter of fact, more 2 Crowns were shipped to the United Kingdom that year than 5 Crowns. Preliminary indications on the 1967 pack point to a much better quality than in 1966, with 5 Crown again predominant.

Table 14.--Percentage distribution by grade of Australian sultanas, annual 1958-1966

|                                  | 1 Crown | 2 Crown | 3 Crown | 4 Crown | 5 Crown | 6 Crown | 7 Crown |
|----------------------------------|---------|---------|---------|---------|---------|---------|---------|
|                                  | Percent |
| 1958:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | --      | 0.6     | 12.5    | 79.4    | 7.5     | --      |
| All exports (4 & 5 = 91.7%)..... | --      | --      | 2.7     | 37.3    | 54.4    | 5.6     | --      |
| Total pack.....                  | 0.2     | 2.0     | 10.1    | 35.7    | 47.2    | 4.8     | --      |
| 1959:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | --      | 0.8     | 9.5     | 86.6    | 2.9     | 0.2     |
| All exports (4 & 5 = 92.9%)..... | --      | --      | 5.1     | 37.3    | 55.6    | 1.9     | .1      |
| Total pack.....                  | .5      | 2.6     | 11.2    | 37.0    | 46.9    | 1.7     | .1      |
| 1960:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | --      | 7.1     | 49.4    | 43.0    | .5      | --      |
| All exports (4 & 5 = 88.5%)..... | --      | --      | 11.2    | 62.7    | 25.8    | .3      | --      |
| Total pack.....                  | .2      | 3.1     | 24.2    | 51.8    | 20.4    | .3      | --      |
| 1961:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | --      | .7      | 14.8    | 80.5    | 4.0     | --      |
| All exports (4 & 5 = 96.6%)..... | --      | --      | .4      | 21.4    | 75.2    | 3.0     | --      |
| Total pack.....                  | .3      | 1.8     | 6.7     | 27.4    | 61.2    | 2.6     | --      |
| 1962:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | .1      | 3.6     | 16.4    | 75.4    | 4.5     | --      |
| All exports (4 & 5 = 93.9%)..... | --      | --      | 2.2     | 39.9    | 54.0    | 3.9     | --      |
| Total pack.....                  | .3      | 2.3     | 7.8     | 39.2    | 47.1    | 3.3     | --      |
| 1963:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | --      | .9      | 25.3    | 47.6    | 26.2    | --      |
| All exports (4 & 5 = 87.1%)..... | --      | --      | .3      | 23.2    | 63.9    | 12.6    | --      |
| Total pack.....                  | .3      | 1.7     | 10.8    | 23.5    | 54.0    | 9.7     | --      |
| 1964:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | --      | .2      | 40.3    | 59.5    | --      | --      |
| All exports (4 & 5 = 99.4%)..... | --      | --      | .1      | 33.4    | 66.0    | .5      | --      |
| Total pack.....                  | .1      | .9      | 4.9     | 38.0    | 55.6    | .5      | --      |
| 1965:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | --      | 13.8    | 46.7    | 39.2    | .3      | --      |
| All exports (4 & 5 = 93.3%)..... | --      | --      | 6.0     | 34.5    | 58.8    | .7      | --      |
| Total pack.....                  | .1      | .7      | 9.6     | 31.3    | 57.3    | .8      | --      |
| 1966:                            |         |         |         |         |         |         |         |
| Exports to United Kingdom.....   | --      | 20.9    | 42.4    | 26.9    | 9.8     | --      | --      |
| All exports (4 & 5 = 57.3%)..... | --      | 9.8     | 32.9    | 39.0    | 18.2    | --      | --      |
| Total pack.....                  | .6      | 14.8    | 35.7    | 33.3    | 15.5    | .1      | --      |

Source: Australian Dried Fruits Control Board.

## The Exports Regulations set forth the following requirements for sultana grades:

|                              |  |  |
|------------------------------|--|--|
| 7 Crown, light colored type. | 1. The sultanas shall consist of large, bold fruit of bright golden colour and good flavour, full bodied and of even texture, and shall contain no dark or amber berries.  | The trade description shall include the words "Seven Crown and Light Color." |
| 6 Crown, light colored type. | 2. The sultanas shall be of such size as will not pass through a 13/32 inch riddle.<br>1. The sultanas shall consist of bold fruit of light amber colour and good flavour, full bodied and of free pliable texture and shall contain no dark and not more than 5 per cent by number of brown berries.<br>2. Where the sultanas are not size graded, the following riddles shall be used:--<br>(a) dust riddle, 7/32 inch; and<br>(b) 20/32 inch riddle for the elimination of lumps.     | The trade description shall include the words "Six Crown and Light Color."   |
| 5 Crown, light colored type. | 3. Where the sultanas are graded into two sizes, the following riddles shall be used:--<br>(a) dust riddle, 7/32 inch;<br>(b) intermediate riddle, 13/32 inch; and<br>(c) 20/32 inch riddle for the removal of lumps.<br>4. Where the sultanas are graded into three sizes, the following riddles shall be used:--<br>(a) dust riddle, 7/32 inch;<br>(b) intermediate riddle, 12/32 inch;<br>(c) intermediate riddle, 15/32 inch; and<br>(d) 20/32 inch riddle for the removal of lumps. | The trade description shall include the words "Five Crown and Light Color."  |
| 4 Crown, light colored type. | 1. The sultanas shall consist of amber coloured fruit of good body and flavour and free pliable texture and shall not contain more than 10 per cent by number of dark berries.<br>2. The sultanas shall comply with the provisions of paragraphs 2, 3 and 4 under Six Crown.   | The trade description shall include the words "Four Crown and Light Color."  |
| 3 Crown, light colored type. | 1. The sultanas shall consist of fruit of good appearance, of average amber colour, good flavour and texture, and shall not contain more than 15 per cent by number of dark berries.<br>2. The sultanas shall comply with the provisions of paragraphs 2, 3 and 4 under Six Crown.   | The trade description shall include the words "Three Crown and Light Color." |
| 2 Crown, light colored type. | 1. The sultanas shall consist of fruit of any size, of good appearance, flavour and texture, and more than half of the sultanas shall consist of light coloured berries.<br>2. The sultanas shall comply with the provisions of paragraphs 2, 3 and 4 under Six Crown.   | The trade description shall include the words "Two Crown and Light Color."   |
| 5 Crown, brown colored type. | 1. The sultanas shall consist of bold fruit of amber colour and good flavour, full bodied and of free pliable texture, and shall not contain more than 5 per cent by number of dark amber berries.<br>2. The sultanas shall comply with the provisions of paragraphs 2, 3 and 4 under Six Crown.   | The trade description shall include the words "Five Crown and Brown Color."  |
| 4 Crown, brown colored type. | 1. The sultanas shall consist of amber to brown coloured fruit of good body and flavour, of free pliable texture and shall not contain more than 10 per cent by number of dark berries.<br>2. The sultanas shall comply with the provisions of paragraphs 2, 3 and 4 under Six Crown.  | The trade description shall include the words "Four Crown and Brown Color."  |
| 3 Crown, brown colored type. | 1. The sultanas shall consist of fruit of any size of an even brown colour, good appearance, flavour and texture, and shall not contain more than 15 per cent by number of dark berries.<br>2. The sultanas shall comply with the provisions of paragraphs 2, 3 and 4 under Six Crown.   | The trade description shall include the words "Three Crown and Brown Color." |
| 2 Crown, brown colored type. | 1. The sultanas shall consist of fruit of any size, of uniformly dark coloured berries of good appearance, flavour and texture.<br>2. The sultanas shall comply with the provisions of paragraphs 2, 3 and 4 under Six Crown.  | The trade description shall include the words "Two Crown and Brown Color."   |
| 1 Crown                      | 1. The sultanas shall consist of fruit of any size, of good appearance, of good texture and of any colour natural to the fruit.<br>2. The sultanas shall comply with the provisions of paragraphs 2, 3 and 4 under Six Crown.  | The trade description shall include the words "One Crown."                   |

In addition to the above grades and standards on sultanas, similarly detailed grades and standards are set for dried currants and other varieties of raisins.

Greece.--The Greek trade uses five major grades--0, 1, 2, 4, and 4 Natural--and a minor grade, No. 5. The industry also has two grades for "midgets," Nos. 21 and 24. Under the Greek classification, the smaller the numeral the better the grade. The specifications for each grade are as follows:

No. 0 (bleached)--Largest berries; uniform light color, no other permitted.

No. 1 (bleached)--Slightly smaller berries, 4- to 5-percent tolerance of small berries; color same as for 0.

No. 2 (bleached)--Slightly smaller berries than 1, small-berry tolerance of 6 to 7 percent; small percentage of dark (brown) berries permitted.

No. 4 (bleached)--6 to 7 percent small berries permitted (as for 2); 60 to 65 percent of berries must be light color.

No. 4 Natural--Most of berries brown.

No. 21--Small-sized berries from sieving Grades 0 and 1.

No. 24--Small-sized berries from sievings of No. 2 and No. 4 (bleached).

The sultana pack has generally consisted of about 50 percent of No. 0, No. 1, and No. 2 and 50 percent of No. 4 and lower. It can vary greatly, however. Because of rain damage in 1957-58, 70 percent of the berries graded No. 4 or lower and the remainder No. 2 and better; the very next season the crop was unusually good and only 25 percent graded as poorer qualities and 75 percent as No. 0, No. 1, and No. 2. In 1965-66, about 29 percent of the pack graded No. 2 or better as against only 12 percent in 1966-67, a season of severe rain damage. Although these grades are customarily used, there is no mandatory inspection by the government to ensure compliance with them. On September 20, 1961, a Royal Decree, No. 717, entitled, "Quality Control of Exportable Sultanas" was published in the *Official Gazette*. Effective that date, exportable sultanas were to be graded on size and color of berries.

The provisions of this decree redefining grades of sultanas for export and providing for the enforcement of such grade standards are as follows:

## Article 2

1. As from the effective date of this present, sultanas destined for export shall be discerned--correspondingly with the size and color of their berries--by the following commercial export qualitative types in which they are also classified.

A) Sultanas, big berries:

No. 00  
No. 0  
No. 1  
No. 2  
No. 4  
No. 5

B) Sultanas, small berries:

No. 21  
No. 22  
No. 24

2. a) In the commercial export qualitative type No. 00 are classified sultanas the color of which is uniform ranging from fair to golden. The presence among these of dark colored berries is prohibited. The size of the berries of this qualitative type must be such as to enable the berries to pass through holes, the diameter of which is 11 mm.<sup>4</sup> of the appropriate sieve.

b) In the commercial export qualitative type No. 0 are classified sultanas the color of which is uniform ranging similarly from fair to golden. The presence among these of dark colored berries is prohibited. The size of the berries of this qualitative type, which size should be more or less uniform, must be such as not to enable the berries to pass through holes, the diameter of which is 9 mm., of the appropriate sieve, but pass through the holes of the 11 mm. sieve.

c) In the commercial export qualitative type No. 1 are classified sultanas the color of which is uniform ranging similarly from fair to golden. The presence among these of dark colored berries is prohibited. The size of the berries of this qualitative type, which size should be more or less uniform, must be such as not to enable the berries to pass through holes, the diameter of which is 8 mm., of the appropriate sieve, but pass through holes of the 10 mm. sieve.

<sup>4</sup> 11 mm. (millimeters) = .0394 inch.

The whole appearance of the above three commercial export types No. 00, 0, and 1 must be uniform from the point of view of color, the presence among these berries showing an essential divergence in color as compared with the regular one, to the detriment of the good appearance of the sultanas of these qualitative types, being prohibited.

d) In the commercial export qualitative type No. 2 are classified sultanas the color of which ranges from fair to reddish with a content of blackish or dark colored berries up to 8 percent in number of berries. The size of the berries of this qualitative type, which size should be more or less uniform, must be such as to enable the berries to pass through holes, the diameter of which is 8 mm., of the appropriate sieve.

e) In the commercial export qualitative type No. 4 are classified sultanas the color of which ranges from fair to reddish or light chestnut with a content of blackish or dark colored berries up to 15 percent in number of berries. The size of the berries of this qualitative type, which size should be more or less uniform, must be such as to enable the berries to pass through holes, the diameter of which is 7-1/2 mm., of the appropriate sieve.

f) In the commercial export qualitative type No. 5 are classified sultanas of chestnut color which contain up to 40 percent black berries. The size of the berries of this qualitative type, which size should be more or less uniform, must be such as to enable the berries to pass through holes, the diameter of which is 7 mm., of the appropriate sieve.

g) In the commercial export qualitative type No. 21 are classified sultanas the berries of which are small and result from the assortment of the export types Nos. 1 or 0 or types Nos. 1 and 0. Sultanas of this commercial export type must be of a uniform fair to goldish color. The presence among these of dark colored berries is prohibited. The size of the berries of this qualitative type must be such as to obstruct the berries from passing through the holes of the sieve the diameter of which is 6 mm., but to enable them to pass through sieve holes measuring 8 mm. in diameter.

h) In the commercial export qualitative type No. 22 are classified sultanas the berries of which are small and result from the assortment of the export type No. 2 or types Nos. 1 and No. 0. Sultanas of this commercial export type must be of fair to reddish color and must not contain more than 10 percent berries of blackish or dark color in number of berries. The size of the berries of this type must be such as to obstruct the berries from passing through the holes of a sieve the diameter of which is 6 mm. but to enable them to pass through sieve holes measuring 8 mm. in diameter.

i) In the commercial export qualitative type No. 24 are classified sultanas which consist of small berries originating from the assortment of the commercial export types No. 4 and No. 2 or types Nos. 4, 2, and 5. Sultanas of this commercial export type must be of fair to reddish or even chestnut color and may contain up to 30 percent berries of a black or dark color, in number of berries. The size of the berries of this type must be such as to obstruct the berries from passing through sieve holes the diameter of which is 6 mm. but to enable them to pass through such holes the diameter of which is 7-1/2 mm.

3. The definitions, as above, of the color of the sultana berries apply to the category of the qualities bleached by sulphurous acid.

### Article 3

4. The criteria mentioned in par. 2 of article 2 of R.D. 717 of 8/31-9/20/61 with regard to the size of the berries per commercial export types<sup>5</sup> may contain at the maximum the following percentages of smaller berries:

I. Of smaller berries falling, however, within the immediate lower commercial export grade:

a) Three percent of the weight of berries concerning the commercial export types Nos. 00, 0, and 1, and

b) Five percent of the weight of the berries concerning the remaining commercial export types. The above percentages are permissible provided the berries involved belong to the lower commercial export types immediately following.

II. Of larger berries falling, however, within the immediate higher commercial export grade:

a) Fifteen percent of the weight of the berries concerning commercial exports types No. 0 and 1.

b) Three percent of the weight of the berries concerning commercial export types Nos. 21, 22, and 24.

5. The controlled qualitative types may only be exported if corresponding to one of the above commercial types.

6. Sultanas of all the above commercial export types must be fully free from stalks.

The tolerance limit of existence of berries not free from capstems is determined annually through a special joint decision of the Ministers of Agriculture and Commerce. This limit may vary per period and country of destination of the product but in any case it shall not exceed 15 percent of the number of berries.

### Article 4

Sultanas exported in natural condition--viz, without being bleached by sulphurous acid--out of the commercial export types determined by art. 1 of this present must fulfill the qualitative and other conditions determined by the same article with the exception of the color of the berries which is determined as under:

a) For commercial export types No. 00, No. 0, and No. 1 the color of the berries may range even up to light chestnut.

b) For commercial export type No. 2 the color of the berries may range up to chestnut inclusive or from chestnut to reddish with a content of blackish or dark colored berries up to 8 percent in number of berries.

c) For commercial export type No. 4 the color of the berries may range up to chestnut inclusive or from chestnut to reddish with a content of blackish or dark colored berries up to 18 percent in number of berries.

d) For commercial export type No. 5 the color of the berries may range even up to chestnut or from chestnut to reddish with a content of black berries up to 40 percent in number of berries.

<sup>5</sup> As these were revised by article 2 of this present R.D.

e) For commercial export type No. 21 the color of berries may range even up to light chestnut, the presence among them of dark colored berries being prohibited.

f) For commercial export type No. 22 the color of the berries may range even up to chestnut or from chestnut to reddish with a content of blackish or dark colored berries up to 15 percent in number of berries.

g) For commercial export type No. 24 the color of the berries may range even up to chestnut or from chestnut to reddish with a content of black colored berries up to 35 percent in number of berries.

#### Article 5

The tolerance limit for the presence of blackish or dark colored berries for the commercial export types Nos. 0, 1, and 21, whether these belong to the decolored groups raisins (bleached) with sulphurous acid or the group of not decolored (naturals), is set at 2 percent in number of berries for types Nos. 0 and 1 and at 4 percent in number of berries for type No. 21.

#### Article 6

The exportation of raisins not well washed either as such or mixed with properly washed raisins is prohibited irrespective of commercial export type. By joint decisions of the Ministers of Agriculture and Commerce and under certain presumptions the exportation of such raisins may be permitted.

#### Article 7

1. Every previous provision contrary to this present R. Decree is hereby abolished.

2. This present Decree shall become effective as of September 1, 1967.

3. The promulgation of this Decree is assigned to our Minister of Commerce and the execution of the same to our Minister of Agriculture.

The above decree supplements and, in some cases, further tightens up regulations on export standards that originally went into effect August 1955 and were tightened July 1958. The Decree now sets the following standards:

1. Freedom from pests and disease.

2. Freedom from excessive capstems--not more than 12 capstems permitted per 100 berries. (This was modified in the September 1961 Decree.)

3. Freedom from waste or foreign matter, with a tolerance of one part per 1,000, of which earthen material is not to exceed 0.5 parts per 1,000.

4. Freedom from undesirable flavors.

5. Moisture content not to exceed 15 percent.

6. Standard-size pasteboard cartons and consumer packages.

According to Greek packers, the export standards were not strictly enforced the first season (1955-56), but enforcement has become progressively stricter. Although it was also required that the grade be shown on the containers, no authorization existed for inspection of the contents to ascertain whether the grade was accurately designated.

In the case of dried currants, the Greek Government has not developed export standards to the extent that it has for sultanas. However, as indicated earlier, a fairly rigorous culling scheme is operated by the Autonomous Currant Organization (A.S.O.) Under the scheme, 5 to 7 percent of the growers' currants and 12 to 18 percent of the packers' receipts (terms "quality assortment" for the former and "processor discards" for the latter) have to be sold to A.S.O., which turns these unmarketable qualities over to the alcohol distillation industry. The percentages vary with producing districts--from 5 percent in the Aegion (Vostizza) district to 7 percent in the Messinia district for the growers' "quality assortment" and from 12-13 percent in the Ionian Islands to 18 percent in the Messinia and Trifilia-Pylia districts for "processors' discards."

In late 1961, suggestions on improved export standards were presented to Greek officials by a visiting group representing U.K importers. In view of the fact that the United Kingdom purchases over 70 percent of the Greek currant pack, these suggestions have been considered by the Greek trade and the Ministry of Commerce, which may propose legal measures to bring about suggested improvements. These include the following:

(a) Fiber boxes should have uniform tare, and the tare should be stamped on each box. (Currently, this is applied about 100 percent. A series of decisions setting up standards and specifications are in effect at present for fiber boxes.)

(b) Each shipment should be accompanied by a weight certificate from Greek customs authorities.

(c) Origin (producing district) of the currants should be printed on the boxes.

(d) Moisture specifications should be set. (These were originally established at 18 percent and were reduced to 16 percent by R.D. 83 of May 26, 1962.)

(e) Standards for the size of berries should be established.

(f) Labelling standards should be established so that contents fully agree with the description. (These were covered in the original R.D. of September 26, 1955 Article 70.)

The government is also considering putting currants under the General State Control, as are raisins and other agricultural products.

Iran.--Of the major raisin-exporting countries only Iran had no nationwide system of grades and standards--neither traditional commercial grades as practiced by the Greek trade nor governmentally established and enforced standards as in Turkey--as late as the 1950's. Individual packers, of course, had their own standards, but these varied considerably among packers. Some of the larger, more modern firms had standards comparable to those for Turkish or Greek sultanas, in the opinion of Western European importers.

The Iranian Government developed export standards that were first put into voluntary use in 1961--the exporters being free to use them if they desired. However, beginning with the 1966 crop, the export standards became mandatory. The standards for raisins, as well as for other commodities, were developed by the Institute of Standards and Industrial Research of the Ministry of Economy. Exporters have to obtain certification that their product meets the specifications of one of the marketable grades before exportation is permitted. The Institute is responsible for sampling and testing the product and for issuing the required export certification.

Standards have been established for the following types of Iranian raisins:

1. Soda-dipped sultanas (Sabsa or Sabzeh).

2. Natural sun-dried sultanas (Biduneh or Bidona).

3. Sulfur-bleached sultanas (Anguri or Californi). These have been soda dipped, too, and after sulfuring, may be dried in the sun or shade or by dehydration.

The standards, which have been modeled after those of the U.S. Department of Agriculture, prohibit the following: (a) fermentation or contamination by live fungus or insects in any quantity; (b) moisture content of more than 18 percent; (c) sulfur content of more than 2,000 parts per million; (d) a content of more than 1 percent of seeded raisins. The following grades and corresponding code numbers have been set up by the Institute:

| Type                  | Product No. | Fancy | Grade 1 | Grade 2 | Grade 3 | Grade 4 |
|-----------------------|-------------|-------|---------|---------|---------|---------|
| Sabzeh<br>(washed)    | 1           | 10    | 11      | 12      | 13      | none    |
| Biduneh<br>(washed)   | 2           | 20    | 21      | 22      | 23      | none    |
| Sabzeh<br>(unwashed)  | 3           | none  | 31      | 32      | 33      | 34      |
| Biduneh<br>(unwashed) | 4           | none  | 41      | 42      | 43      | 44      |
| Anguri/Californi      | 5           | 50    | 51      | 52      | none    | none    |

The Institute has also set up the following score card on the "effective factors" to be considered in grading washed Iranian naturals.

Table 15.--Effective factors in grading Iranian natural, sun-dried sultanas (biduneh), washed

| Defects and percent                                       | Score     |                  |                  |                  |           |
|---|-----------|------------------|------------------|------------------|-----------|
|   | 0         | 1                | 2                | 3                | 4         |
| Contamination by foreign elements (No. in 100 count)..... | 0         | Up to 1          | Above 1-2        | Above 2-3        | --        |
| With capstems (No. in 100 count).....                     | Up to 5   | Above 5-7        | Above 7-9        | Above 9-10       | --        |
| With stalks (stems) (No. in 1 kilogram).....              | 0         | Up to 1          | Above 1-1.5      | Above 1.5-2      | --        |
| Unripeness (weight in 100 grams).....                     | 0         | 0                | Up to 1          | Above 1-2        | Above 2-5 |
| Size (No. in 100 grams).....                              | Up to 263 | Above 263 to 315 | Above 315 to 357 | Above 357 to 399 | Above 399 |
| Physical damage (weight in 100 grams).....                | 0         | Up to 1          | Above 1-2        | Above 2-3        | --        |
| Other damage (weight in 100 grams).....                   | 0         | 0                | Up to 1          | Above 1-2        | Above 2-3 |
| Sugaring (weight in 100 grams).....                       | 0         | Up to 3          | Above 3-5        | Above 5-7        | --        |
| Color dark brown (No. in 100 count).....                  | Above 70  | Above 60 to 70   | Above 40 to 60   | Above 35 to 40   | Up to 35  |

"Contamination by foreign elements" is meant to include stones, glass, wood, dust, sand, straw, grass, tree leaves, and dead insects, among others.

"Size," as indicated in the score card, is measured by the number of raisins in 100 grams. The following designations are to be used:

|                      |           |              |
|----------------------|-----------|--------------|
| Very large . . . . . | up to 263 | in 100 grams |
| Large . . . . .      | up to 315 | " " "        |
| Medium . . . . .     | up to 357 | " " "        |
| Small. . . . .       | up to 399 | " " "        |
| Very small. . . . .  | above 399 | " " "        |

"Physical damage" relates to that resulting from pressure and mechanical means. "Other damage" refers to that resulting from insects, hail, wind, rain, and sun.

"Color" in the Iranian classification may be either golden yellow, amber, light red, red, brown, or dark brown--depending on the method of treatment for each type.

Although stones and sand are included in the tolerances for contamination by foreign elements, the Institute also states: "Our aim is to have fruit free from stones or sand. Five hundred grams of the finished fruit after packing from a specified proportion of each lot of cartons should be free from visible stones and sand that are not attached to the fruit."

The sum total of the individual scores obtained in using the score card are summarized as follows for washed naturals:

| Total score | Quality grading |
|-------------|-----------------|
| 9 to 13     | 20 (Fancy)      |
| 14 to 20    | 21 (Grade 1)    |
| 21 to 27    | 22 (Grade 2)    |
| 28 to 33    | 23 (Grade 3)    |

Toward the close of the 1966-67 season, the Institute of Standards reportedly decreed that the export of unwashed sultanas will be prohibited. The inspectors of the Institute would label such merchandise as "substandard."

Turkey.--All Turkish raisins destined for export must undergo government inspection prior to exportation, and each lot must then be accompanied by an official certificate indicating its grade.

Although the Ministry of Commerce has the authority under a 1938 ordinance to set dried-fruit standards, in practice it does not exercise sole responsibility. Standards are set by a committee consisting of representatives of the government, raisin industry, producers, and the Izmir Bourse<sup>6</sup>.

There are standards for moisture content, defects, foreign matter, type of packing, color of berry, and size of berry. These standards do not change from year to year, except for the last two factors. Since color and berry size may vary from one crop to the next, the committee sets the standards each year.

Grades are designated by numbers which range from 7 to 12; the higher the number, the better the grade. Thus, No. 12 sultanas would be the lightest, the most uniform in color, and the largest berries. There are 65 shades of color, from light yellow to dark brown. In grading, these are grouped into 4 classes: Light, a little darker, still darker, and darkest. Size is based on weight, i.e., the largest sizes have the smallest number of berries per 100 grams.

In the export trade, No. 8 is usually the lowest grade quoted. The most commonly quoted grades in Western European markets are No. 9 and No. 10. According to Turkish trade sources, the No. 9 is considered equivalent to the Australian 4 Crown and Greek No. 4 bleached, and the No. 10 is equivalent to the Australian 5 Crown and Greek No. 2.

The moisture content may not exceed 15 percent for grades 9 through 12. The maximum for grades 7 and 8 is 16 percent.

Since it has not been possible to entirely eliminate small stones and stems in processing, tolerances for foreign matter have been established for some of the grades: No. 7 and No. 8 are permitted 0.375 part per 1,000; for No. 9, a tolerance of 0.25 part per 1,000 is allowed; for No. 10, only 0.125 part per 1,000 is

<sup>6</sup> Any changes in standards should unanimously be decided by the committee. Otherwise, the Ministry of Commerce has the final word, according to the Article 19 of the 1938 ordinance.

permitted; and for No. 11 and No. 12 no tolerance is granted. No tolerance changes have been made since 1962.

The main Turkish grades, No. 7 through No. 12, apply only to sultanas that have been sulfur bleached. If the sultanas are "natural," i.e., unbleached, other color standards are applied, and the grade comparable to No. 7 bleached would be designated as No. 71, No. 8 equivalent unbleached would be No. 81, and so on. Bleached midgets bear the designations 17 through 21, and natural midgets 171 through 211, thus:

|                          |                         | <u>Midget</u>            |                         |
|--------------------------|-------------------------|--------------------------|-------------------------|
| <u>Bleached sultanas</u> | <u>Natural sultanas</u> | <u>Bleached sultanas</u> | <u>Natural sultanas</u> |
| No. 7                    | No. 71                  | No. 17                   | No. 171                 |
| No. 8                    | No. 81                  | No. 18                   | No. 181                 |
| No. 9                    | No. 91                  | No. 19                   | No. 191                 |
| No. 10                   | No. 101                 | No. 20                   | No. 201                 |
| No. 11                   | No. 111                 | No. 21                   | No. 211                 |
| No. 12                   | No. 121                 | --                       | --                      |

Grades of midgets and naturals are subject to the same limitations on foreign matter, moisture, and other factors as are the "normal," i.e., bleached sultanas.

For "special types," only standards on moisture and foreign-matter tolerances are established. Maximum foreign matter permitted is 0.375 part per 1,000, and maximum moisture, 17 percent. No color and size inspection is made unless it is requested by the importer.

When sultanas from the previous crop are carried over, they may be mixed with the new crop if the carryover is small. In that case, they are simply graded together with the new-crop sultanas. However, if the carryover is large, then the old-crop fruit may not be mixed with the new crop, and the color grade of the old sultanas is automatically lowered one grade. This is done on the principle that the longer fruit is carried, the darker it becomes<sup>7</sup>.

United States.--As indicated earlier, under the Federal marketing agreement and order, each lot of "incoming" raisins, i.e., raisins as received from producers, is inspected and must meet minimum grade and condition standards before it can be processed. Furthermore, after the raisins have been processed, they must again be inspected to determine if they meet the minimum standards for packed, processed raisins. In both instances, the standards are set, and inspection is carried out by the U.S. Department of Agriculture.

Three grades of processed Thompson Seedless raisins have been established by the U.S. Department of Agriculture. These are "U.S. Grade A" or "U.S. Fancy," "U.S. Grade B" or "U.S. Choice," and "U.S.

<sup>7</sup> This may be done in practice, but it is not officially stated.

Table 16.--Thompson Seedless Raisins: Allowance for defects

| Defects  | U.S. Grade A or U.S. Fancy  | U.S. Grade B or U.S. Choice             | U.S. Grade C or U.S. Standard   |
|--|---|---|---|
| Maximum count (per 96 ounces):<br>Pieces of stem.....                                  | 1   | 2                                       | 4   |
| Maximum count (per 16 ounces):<br>Capstems.....  | 15  | 25                                      | 35  |
| Maximum (by weight) (percent):<br>Undeveloped.....                                     | 1   | 2                                       | (2--other sizes,<br>(3--"small" size.   |
| Damaged.....   | 2   | 3                                       | 5   |
| Sugared.....   | 5   | 10                                      | 15  |
| Maximum (by count) (percent):<br>Moldy raisins.....                                    | 2   | 3                                       | 4   |
| Appearance or edibility of product   |   |   |   |
| Shattered (or loose) individual berries and small clusters of 2 or 3 berries each..... | Practically free  | Reasonably free                         | --  |
| Damaged by fermentation.....   | May not be affected.  | May not be more than slightly affected. | May not be materially affected.   |
| Grit, sand, or silt.....   | None of any consequence may be present that affects the appearance or edibility of the product. |   | Not more than a trace may be present that affects the appearance or edibility of the product. |

Grade C" or "U.S. Standard." Under the marketing order, Grade C is the minimum grade of Thompson Seedless that may be shipped. Those which fail to meet the requirements of U.S. Grade C are termed "Substandard."

Additional requirements which the raisins have to meet in varying degree for each grade relate to similarity in varietal characteristics and typicalness of color, flavor, and maturity characteristics. The moisture limitation is similar in all three grades--not more than 18 percent, by weight.

Spain.--Standards for grades of raisins were established by the Spanish Ministry of Commerce by Order of July 31, 1962 (Official Bulletin of August 10, 1962), and amended by Order of August 6, 1963 (Official Bulletin of August 22, 1963), as follows:

#### Denia Lye Raisins

Definition: Dried Muscat grapes from the Levant area, after being scalded or bleached in a lye solution (soda dipped) to speed up dehydration.

Defects: Defects which would render raisins unexportable: grapes damaged by insects, fermented grapes, and grapes showing residues of insecticides.

Tolerable defects: sugared raisins, hardened raisins, spotted or off-color grapes, and the presence of stems. This latter defect will not apply to "Standard" unseeded raisins.

Commercial Grades: Grades will be as follows: "Extra," "Selecta" or "Class I" (Choice), and "Standard" or "Class II."

#### Applicable Size and Color Designations:

##### Seedless

"Extra" grade Minimum size, 10 millimeters; uniform color.  
"Selecta" or "Class I" Minimum size, 12 millimeters; uniform color.  
"Standard" or "Class II" Minimum size, 10 millimeters; uniform color.

##### Unseeded

"Extra" grade Minimum size, 15 millimeters; uniform color.  
"Selecta" or "Class I" Minimum size, 12 millimeters; uniform color.  
"Standard" or "Class II" Minimum size, 10 millimeters; uniform color.

Packing: Wooden or cardboard boxes of 6.25, 10, and 12.5 kilogram net.

#### New Standard Grade and Traditional Equivalent Designation:

##### Present

##### Former

##### Seedless

Extra Extra Corinto or Extra Seedless  
Standard Corinto or Medium Seedless

##### Unseeded

Extra Buena Selección Extra or Extra Flor y Flor or  
Siete Coronas (7 Crowns).  
Selecta Buena Selección de 2 a 6 Coronas or Finest  
Selected 00 or Good Average Quality  
Standard Grado máquina (Machine grade)

##### Mechanically Seeded

Extra Seeded, Stoned, Epepine  
Standard Seeded, Stoned, Epepine, Standard

## Málaga Raisins (Amended by Ministry of Commerce Order of August 6, 1963)

Definition: Sun-dehydrated Muscat raisins from Andalusia.

Defects: Defects which would render raisins unexportable: grapes damaged by insects, fermented grapes, and grapes showing residues of insecticides.

Tolerable defects: hardened or sugared raisins, misrepresentation of grade in package labels, loose raisins in "Racimales" and "Catites."

Commercial Grades and Designations: Grades will be as follows:

(a) Loose pack, without branches:

|                                   |                                 |
|-----------------------------------|---------------------------------|
| "Super-Extra," Reviso or 5 Crowns | Up to 55 raisins per 100 grams. |
| "Extra," Medio Reviso or 5 Crowns | 56 to 70 raisins per 100 grams. |
| "Selecta," Aseado or 3 Crowns     | 71 to 90 raisins per 100 grams. |
| "Standard," "Corriente" (Common)  | Over 90 raisins per 100 grams.  |

(b) Clusters with branches:

They will be "Catites" and "Racimales."

"Catites": Whole clusters, after removing defective berries.

"Racimales": Clusters packed in molds or forms, slightly pressed.

"Catites" and "Racimales" will be divided into the following subgrades:

"Extra," N.P.U. or 7 Crowns: Made up of raisins of "Super Extra" and "Extra" grades.  
"Selecta," Imperial or 6 Crowns: Made up of raisins of the above mentioned grades and 10 percent "Standard" grade raisins.  
"Standard," Royal or 5 Crowns: Made up of all grades and not over 50 percent "Standard" grade raisins.

Packing: Loose packing: 5- and 10-kilogram net wooden or cardboard boxes. Clusters: 2.5-, 5-, and 10-kilogram net wooden or cardboard boxes.

South Africa.--The Republic of South Africa, too, has raisin grades and standards. Actually there are two sets of grading regulations, parallel as far as grade definitions are concerned, but different in those respects covering conditions for export and domestic trade. The government maintains an inspection staff for exports, while inspection for the internal market is the responsibility of the Dried Fruit Board.

## Packaging

Not too many years ago, California was far ahead of its competitors in packaging raisins. California alone used pasteboard containers for its bulk shipments instead of the traditional wooden box. California was also the only supplying area that shipped raisins in consumer-size containers. This was possible both because the raisins were uniquely clean (they did not have to be rewashed or recleaned by the importers) and because the United States alone had sophisticated container-filling machinery. However, the other producing countries have made great strides in packaging techniques. Now, the pasteboard carton is used universally, and the cleanliness of raisins has so improved that practically all countries can ship in consumer-size containers.

In import markets, raisins are now received in quite an assortment of packages.

California raisins are shipped in cartons of 30 and 40 pounds net. As for retail packages, cartons of 48 15-ounce packages (45 pounds net) are common. Also used in export are 250 gram 1-1/2-ounce and 1-1/2-ounce packages. The smallest sizes may also be in multiple form, i.e., 6 or 12 packets within a cellophane wrapper.

Turkish sultanas are commonly shipped in 27.6-pound (12-1/2 kilogram) and 30.9-pound (14 kilogram), net weight, pasteboard cartons. Also available are 500-, 400-, 250-, 225-, 200-, 100-, and 50-gram retail packs.

Australia, for its bulk shipments, uses a pasteboard carton of 35 pounds net weight. It also packages its raisins in 250-gram and 12-ounce packets.

Greece ships bulk sultanas in 33.1-pound (15 kilogram) cartons, net weight, and dried currants in 27.6-pound (12-1/2 kilogram) cartons, net weight. It also packages sultanas in 250-gram packets in units of a dozen. (The 250-gram packets of California and Australia are similarly packed 1 dozen per carton, whereas Turkey packs 40 250-gram packets per carton.)

Iran uses the 27.6-pound, net weight, container, in pasteboard as well as wood. Spain exports in 22-pound (10 kilogram) crates.

## Ocean Freight Rates

In comparing the ocean freight rates of the United States and its competitors in shipping raisins to the European market, it is obvious that the United States is at a serious disadvantage. Not only are the costs of shipping from the Mediterranean countries well below (less than half) those incurred by California shippers, but Australia, as well, enjoys an appreciable advantage over California.

Table 17.--Ocean freight rates from raisin-producing countries to selected European ports, 1967<sup>1</sup>

| Origin                          | Destination              |                         |                         |                         |
|---------------------------------|--------------------------|-------------------------|-------------------------|-------------------------|
|                                 | Hamburg                  | Rotterdam               | London                  | Copenhagen              |
|                                 | U.S. dol. per short tons | U.S. dol. per short ton | U.S. dol. per short ton | U.S. dol. per short ton |
| Australia.....                  | 26.30                    | 26.30                   | 24.60                   | 27.60                   |
| Greece.....                     | 16.50                    | 16.50                   | 14.20                   | 24.00                   |
| Iran.....                       | 15.25                    | 15.25                   | 15.25                   | 17.75                   |
| Turkey.....                     | 16.50                    | 16.50                   | 14.20                   | 24.00                   |
| United States (California)..... | 42.00                    | 42.00                   | 42.00                   | 42.00                   |

<sup>1</sup> These are the rates that prevailed prior to the hostilities during June, 1967 in the Middle East and the subsequent closure of the Suez Canal. Where there is a choice of conference or nonconference rates, the conference rates were used. The nonconference rates are significantly cheaper--in the case of Greece to Rotterdam, for example, by \$2.55 per short ton.

Source: European raisin importers.

Iran enjoys the lowest freight rates of all, though the distance from the Iranian port of Khorramshahr is considerably longer than that from Crete or Izmir to European ports. This is probably because of the relatively small amount of cargo available in the Persian Gulf for Europe-bound vessels. Taking on some dried fruit, even at modest freight rates, would be more profitable to steamers than to carry out ballast.

## Tariff Preferences

Preferential tariff arrangements give some producing areas a competitive advantage over others. Traditionally, the most important system of tariff preferences has been that of the British Commonwealth. However, the European Economic Community (EEC) is now also an important preferential bloc. The EEC, beginning in January 1962, has gradually developed tariff preferences that will attain their full magnitude in July 1968. On that date, Greece and Turkey, as associate members, will enjoy complete freedom from any EEC tariff on dried vine fruits, while the rest of the world's producers will have to pay the Community's Common External Tariff.

On the other hand, because of the Kennedy Round tariff negotiations concluded in June 1967, there will be substantial reductions in the tariff preferences accorded by both of these blocs, particularly by some of the Commonwealth countries. The Kennedy Round concessions will generally be phased over a 5-year period.

Commonwealth preferences, both before and after the Kennedy Round, are shown in Table 18, converted to U.S. cents per pound. Australia, Cyprus, and the Republic of South Africa enjoy Commonwealth preference in their dried-grape exports to the United Kingdom, Canada, New Zealand, and Ireland. The Kennedy Round reduction in the British, Canadian, and New Zealand tariffs sharply reduced the margin of preference granted Commonwealth producers. This represents a significant gain for the competitors of Australia, Cyprus, and South Africa. The reduction in the British duty from 1.06 to 0.50 cents and in the Canadian duty from 3.0 to 1.5 cents per pound may be particularly significant to Turkey and the United States in the British market and to the United States in the Canadian market.

Table 18.--British Commonwealth import duties on dried vine fruits from Commonwealth and non-Commonwealth countries.

| Importing country and item      | Produce of Commonwealth  | Produce of foreign countries |                             |
|---------------------------------|--------------------------|------------------------------|-----------------------------|
|                                 |                          | Pre-Kennedy Round            | Post-Kennedy Round          |
| United Kingdom:                 |                          | <u>U.S. cents per pound</u>  | <u>U.S. cents per pound</u> |
| Currants.....                   | Free                     | 0.25                         | 0.25                        |
| Sultanas and other raisins..... | Free                     | 1.06                         | 0.50                        |
| Canada:                         |                          |                              |                             |
| Currants.....                   | Free                     | 4.0                          | 2.0                         |
| Sultanas and other raisins..... | Free                     | 3.0                          | 1.5                         |
| New Zealand:                    |                          |                              |                             |
| Sultanas and other raisins..... | Free                     | 0.86                         | 0.43                        |
| Ireland <sup>1</sup> :          |                          |                              |                             |
| Currants.....                   | 0.21                     | 0.25                         | 0.25                        |
| Raisins.....                    | 1.09 + 6 2/3% ad valorem | 1.31 + 10% ad valorem        | 1.31 + 10% ad valorem       |

<sup>1</sup> Ireland, not a member of the Commonwealth, grants preferential duties to dried fruits from Commonwealth countries.

The evolution of the duties in the Common Market countries--Belgium-Luxembourg, France, Germany, Italy, and the Netherlands--is shown in Table 19. The January 1, 1957, duties, which are regarded as the benchmark pre-EEC duties, ranged from 5 percent in France to 18 percent in Italy. With the introduction of internal duties (those imposed upon members and associate members) and external duties (those imposed upon outside countries) in 1962, a tariff preference began to build up for Greece and, subsequently, for Turkey when it became an associate member in 1964. Whereas there was no limitation imposed upon the volume of Greek dried grapes eligible for the internal duties, Turkey has been subject to quotas: 30,000 metric tons in 1964 (of which only 15,250 was actually granted because the Association went into effect in December 1964); 30,000 in 1965; 33,000 in 1966; and 38,570 in 1967. These annual quotas are broken down into individual country quotas, i.e., for each of the EEC members. By 1968, as indicated, the full preference of 8 percent will be in effect. However, it will be modified to 6 percent as a result of the Kennedy Round.

Table 19.--EEC countries' duties on raisins

| Year                | W. Germany         |          | Benelux            |          | France             |          | Italy              |           | Average <sup>1</sup> |
|---------------------|--------------------|----------|--------------------|----------|--------------------|----------|--------------------|-----------|----------------------|
|                     | Percent ad valorem |          | Percent ad valorem |          | Percent ad valorem |          | Percent ad valorem |           |                      |
|                     | Internal           | External | Internal           | External | Internal           | External | Internal           | External  |                      |
| 1957 (pre-EEC)..... | 10                 |          | 12                 |          | 5                  |          | 18                 |           | 11                   |
| 1962.....           | 0                  | 2.7      | 2 8.4              | 11.1     | 3 3.5              | 6.2      | 10.4-11.7          | 13.9-15.3 | --                   |
| 1966.....           | 0                  | 4.4      | 2 1.2              | 7.2      | 3 0.5              | 6.4      | 4 1.8              | 12.0      | --                   |
| 1968.....           | 0                  | 5 8.0    | 0                  | 5 8.0    | 0                  | 5 8.0    | 0                  | 5 8.0     | --                   |

<sup>1</sup> Both simple and weight averages were 11 percent. <sup>2</sup> For containers of 15 kilograms or less; otherwise 4.8 percent. <sup>3</sup> For containers of 15 kilograms or less; otherwise 1.5 percent. <sup>4</sup> For containers of 15 kilograms or less; otherwise 6.3 percent. <sup>5</sup> To be reduced to 6.0 percent pursuant to the Kennedy Round.

## INTERNATIONAL SULTANA AGREEMENT

At the initiative of the Australian Dried Fruits Control Board, a meeting was held in September 1961 in Paris and was attended by representatives of the raisin industries of Australia, Greece, Turkey, and the United States. The purpose of the meeting was to attempt to bring greater stability to raisin prices, which had declined sharply in the 1961-62 season. No agreement was reached on prices.

Another meeting was held in July 1962 in Rome and was attended by representatives of the raisin industries of Australia, Greece, Iran, South Africa, Spain, Turkey, and the United States. They resolved to establish a statistical office and a permanent secretariat. The latter, headed by Australians and located in Melbourne, provided the mechanism for invoking future meetings.

The next meeting, held in June 1963 in Athens, resulted in a price agreement by Australia, Greece, and Turkey. This agreement was subsequently ratified by the governments of the three contracting countries.

American and Iranian industry representatives were also present at the meeting but did not commit themselves to the price agreement, which was described as follows in a press release:

"The Conference of Dried Fruit Producing Countries being held in Athens has concluded its deliberations with an agreement by Australia, Greece, and Turkey to implement a minimum price export stabilisation programme for all markets for the 1963-64 season. The minimum prices for the different Mediterranean grades will be 247-1/2 dollars f.o.b. and 259-1/2 dollars f.o.b. The Australian prices quoted on a duty paid landed basis will be higher and will be announced later."

These prices were on a metric-ton basis, with the lower price applying to Greek grade No. 4 and Turkish grade No. 9 and the higher price to Greek No. 2 and Turkish No. 10. The minimum prices then announced by Australia were \$308.60 for Australian grade 4 Crown, \$316.90 for 5 Crown, and \$330.70 for 6 Crown, ex-U.K. warehouse, per metric ton (converted from British pounds sterling per long ton). Below-average raisin crops were harvested in 1963 in Australia, Greece, and Turkey, while the California crop suffered rain damage. This resulted in sharply higher world raisin prices during the 1963-64 season, in the course of which the Australian, Greek, and Turkish minimum export prices were raised a number of times.

Subsequent to another Rome meeting in April 1964 attended by representatives from Australia, Greece, Iran, South Africa, Spain, Turkey, and the United States, a further meeting of the representatives of the three signatory countries and the United States took place in June 1964 in Munich. According to the press release at Munich, "... The representatives of Australia, Greece, and Turkey decided that a new Agreement be entered into to operate for a further period of 2 years with a base minimum price to be set each year, subject to the approval of their respective governments. . . ."

The 1964 minimum prices set at Munich, though seemingly slightly higher than the closing 1963-season minimums, were virtually the same as these since a 2-percent buyer's discount was now sanctioned. Furthermore, minimum prices were set, for the first time, for the two top Mediterranean grades: Greek No. 1 and its equivalent, Turkish No. 11, and Greek No. 0 and its equivalent, Turkish No. 12. Also, a minimum was set, for the first time, for the top Australian grade--7 crown.

It was also agreed that the basic minimum prices for the 1965 crop would be set by the contracting parties on or before June 15, 1965, and further that another international conference would be held. Representatives from Australia, Greece, Turkey, and the United States met in June 1965 in Brighton, England. Minimum prices for the 1965 crop were set at the same levels as for 1964, except for slight increases in the two highest grades. Further stipulations were laid down for the first time. These included the earliest date on which each of the three countries would be permitted to offer new-crop raisins, the price at which old-crop Australian sultanas could be sold, and terms of payment for Greek and Turkish sultanas. In addition, various committees were created with functions such as advising on marketing problems and bearing responsibilities for market research, publicity and advertising, new uses for raisins, development of new markets, and scientific research.

The three signatory countries renewed the existing agreement for a further 12 months in June 1966 in Melbourne. The minimum prices laid down for the 1965 crop (largely the same as for 1964) were continued for the 1966 season. July 5 was specified as the earliest date that Greece and Turkey could offer futures for new-crop sultanas. The countries also agreed to freely interchange samples of fruit among themselves; authorized persons could draw samples in any market.

Table 20.--Minimum export prices set by International Sultana Agreement

|                                | 1963                     | 1964                     | 1965                     | 1966                     |
|--------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
|                                | U.S. dol. per metric ton |
|                                | <u>Opening price</u>     | <u>Closing price</u>     |                          |                          |
| F.o.b. Greece-Turkey:          |                          |                          |                          |                          |
| Greek no. 2 - Turkish no. 9..  | \$247.50                 | \$318.00                 | <sup>1</sup> \$325.00    | <sup>1</sup> \$325.00    |
| Greek no. 2 - Turkish no. 10.. | 259.50                   | 326.00                   | <sup>1</sup> 335.00      | <sup>1</sup> 335.00      |
| Greek no. 1 - Turkish no. 11.. | --                       | --                       | <sup>1</sup> 343.00      | <sup>1</sup> 350.00      |
| Greek no. 0 - Turkish no. 12.. | --                       | --                       | <sup>1</sup> 350.00      | <sup>1</sup> 355.00      |
| Ex-U.K. warehouse:             |                          |                          |                          |                          |
| Australian 4 crown.....        | 308.60                   | 402.30                   | ( <sup>2</sup> )         | <sup>3</sup> 385.80      |
| Australian 5 crown.....        | 316.90                   | 407.80                   | ( <sup>2</sup> )         | <sup>4</sup> 394.10      |
| Australian 6 crown.....        | 330.70                   | 413.40                   | ( <sup>2</sup> )         | --                       |
| Australian 7 crown.....        | --                       | --                       | ( <sup>2</sup> )         | --                       |

<sup>1</sup> Including 2 percent buyer's discount. <sup>2</sup> \$5.60 higher than the lowest landed duty-paid basis of corresponding grades of Greek or Turkish sultanas.  
<sup>3</sup> Less \$6.34 buyer's discount. <sup>4</sup> Less \$6.61 buyer's discount. <sup>5</sup> Less \$6.20 buyer's discount. <sup>6</sup> Less \$6.52 buyer's discount.

## APPENDIX

### Export Tables

#### Raisins and Currants: Exports from Argentina

| Country of destination | Average    |            |            | 1961       | 1962       | 1963       | 1964       | 1965       |
|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                        | 1951-55    | 1955-59    | 1960-64    |            |            |            |            |            |
|                        | Short tons |
| Brazil.....            | --         | 953        | 1,671      | 1,419      | 1,375      | 1,753      | 1,813      | 1,231      |
| Colombia.....          | --         | --         | 18         | --         | --         | 58         | 33         | 5,760      |
| Ecuador.....           | --         | --         | 9          | 3          | 2          | 11         | 28         | 8          |
| Paraguay.....          | --         | 21         | 15         | 4          | 19         | 6          | 1          | 5          |
| Peru.....              | --         | --         | 25         | --         | 7          | 26         | 75         | 74         |
| Uruguay.....           | --         | 29         | 39         | --         | 6          | 34         | 40         | --         |
| Other.....             | 1,310      | 25         | 7          | 12         | --         | 10         | 32         | 13         |
| Total.....             | 1,310      | 1,028      | 1,784      | 1,438      | 1,409      | 1,898      | 2,022      | 1,388      |

#### Raisins and Currants: Exports from Australia

| Country of destination            | Average              |            |            | 1961       | 1962       | 1963       | 1964       | 1965       | 1966       |
|-----------------------------------|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                                   | 1951-55 <sup>1</sup> | 1955-59    | 1960-64    |            |            |            |            |            |            |
| <b>CURRENTS</b>                   |                      |            |            |            |            |            |            |            |            |
| Europe:                           | Short tons           | Short tons | Short tons | Short tons | Short tons | Short tons | Short tons | Short tons | Short tons |
| Netherlands.....                  | 49                   | 75         | 53         | 95         | --         | --         | 148        | 569        | 7          |
| United Kingdom.....               | 6,192                | 4,418      | 1,876      | 5,257      | 380        | 127        | 2,670      | 3,391      | 601        |
| Other.....                        | 78                   | 15         | 68         | 63         | --         | 2          | 269        | 313        | 75         |
| Total.....                        | 6,319                | 4,508      | 1,997      | 5,415      | 380        | 129        | 3,087      | 4,273      | 683        |
| Other countries:                  |                      |            |            |            |            |            |            |            |            |
| Br. Guiana.....                   | 10                   | 50         | 55         | 62         | 48         | 55         | 61         | 70         | --         |
| Canada.....                       | 2,211                | 2,385      | 2,156      | 1,910      | 2,326      | 1,868      | 2,449      | 2,137      | 1,838      |
| Ceylon.....                       | 72                   | 122        | 199        | 236        | 240        | 207        | 127        | --         |            |
| Japan.....                        | --                   | --         | 33         | 3          | 108        | 20         | 30         | 16         | 12         |
| Kenya.....                        | 9                    | 29         | 43         | 31         | 38         | 45         | 62         | 64         | 84         |
| Malaysia.....                     | 25                   | 45         | 69         | 62         | 75         | 84         | 75         | 142        | 120        |
| Mauritius.....                    | --                   | 3          | 13         | 9          | 13         | 15         | 21         | 14         | 20         |
| Mozambique.....                   | --                   | 15         | 15         | 15         | 13         | 18         | 10         | 60         | 42         |
| New Zealand.....                  | 846                  | 922        | 930        | 1,013      | 874        | 794        | 1,075      | 1,058      | 814        |
| South Africa.....                 | 10                   | 1          | 113        | 100        | 238        | 2          | 224        | 203        | --         |
| West Indies.....                  | 142                  | 288        | 360        | 376        | 394        | 293        | 490        | 406        | 417        |
| Zambia, Rhodesia, and Malawi..... | --                   | 35         | 59         | 43         | 47         | 56         | 100        | 53         | 44         |
| Other.....                        | 224                  | 114        | 26         | 24         | 48         | 28         | 29         | 54         | 128        |
| Total.....                        | 3,549                | 4,009      | 4,071      | 3,884      | 4,462      | 3,485      | 4,753      | 4,277      | 3,519      |
| Grand total.....                  | 9,868                | 8,517      | 6,068      | 9,299      | 4,842      | 3,614      | 7,840      | 8,550      | 4,202      |
| <b>RAISINS</b>                    |                      |            |            |            |            |            |            |            |            |
| United States.....                | --                   | 6          | 5          | --         | 7          | 6          | 5          | 49         | 113        |
| Europe:                           |                      |            |            |            |            |            |            |            |            |
| Belgium-Lux.....                  | --                   | 63         | 157        | --         | 71         | 325        | 389        | 673        | 743        |
| Denmark.....                      | --                   | 58         | 25         | 2          | 48         | 65         | 9          | 18         | 2          |
| Germany, West.....                | 268                  | 1,568      | 4,597      | 4,798      | 3,495      | 4,400      | 8,702      | 9,056      | 7,764      |
| Ireland.....                      | 38                   | 353        | 672        | 98         | 756        | 615        | 1,402      | 2,041      | 2,931      |
| Italy.....                        | --                   | --         | 245        | --         | --         | --         | 1,222      | 1,362      | 810        |
| Malta.....                        | --                   | 2          | 32         | 6          | 2          | 90         | 64         | 123        | 82         |
| Netherlands.....                  | 24                   | 266        | 192        | 145        | 130        | 225        | 396        | 196        | 276        |
| United Kingdom.....               | 37,063               | 34,053     | 31,289     | 30,595     | 42,920     | 23,438     | 36,897     | 33,336     | 28,550     |
| Other.....                        | 72                   | 77         | 55         | --         | --         | 122        | 151        | 442        | 232        |
| Total.....                        | 37,465               | 36,440     | 37,264     | 35,644     | 47,422     | 29,280     | 49,232     | 47,247     | 41,390     |
| Other countries:                  |                      |            |            |            |            |            |            |            |            |
| Br. Guiana.....                   | 5                    | 58         | 106        | 110        | 100        | 101        | 121        | 160        | 170        |
| Burma.....                        | 21                   | 60         | 97         | 66         | 61         | 270        | 69         | 17         | 2          |
| Canada.....                       | 13,112               | 15,503     | 16,523     | 13,881     | 16,778     | 17,687     | 17,838     | 19,278     | 18,398     |
| Fiji.....                         | 30                   | 34         | 56         | 54         | 58         | 59         | 76         | 70         | 89         |
| Hong Kong.....                    | 19                   | 32         | 19         | 17         | 22         | 11         | 40         | 30         | 18         |
| Israel.....                       | --                   | --         | 43         | --         | --         | 132        | 85         | 36         | 3          |
| Japan.....                        | 1                    | 511        | 1,469      | 87         | 2,893      | 1,534      | 1,827      | 1,168      | 1,526      |
| Kenya.....                        | --                   | 54         | 135        | 247        | 59         | 124        | 195        | 131        | 117        |
| Malaysia.....                     | 47                   | 88         | 148        | 45         | 124        | 293        | 254        | 333        | 301        |
| Mauritius.....                    | 15                   | 52         | 61         | 56         | 63         | 76         | 64         | 59         | 73         |
| New Zealand.....                  | 5,099                | 5,640      | 5,836      | 5,683      | 5,444      | 6,353      | 6,692      | 6,988      | 6,367      |
| Peru.....                         | --                   | --         | 44         | --         | 18         | 68         | 132        | 272        | 353        |
| Tanzania.....                     | 28                   | --         | 19         | 2          | 11         | 28         | 36         | 30         | 39         |
| U.A.R.....                        | 73                   | --         | 90         | --         | --         | 231        | 219        | --         | 31         |
| West Indies.....                  | 194                  | 499        | 762        | 724        | 848        | 738        | 1,131      | 953        | 1,384      |
| Other.....                        | 638                  | 771        | 362        | 267        | 318        | 697        | 141        | 1,789      | 1,298      |
| Total.....                        | 19,282               | 23,302     | 25,770     | 21,239     | 26,797     | 28,402     | 28,880     | 31,314     | 30,169     |
| Grand total.....                  | 56,747               | 59,748     | 63,039     | 56,883     | 74,226     | 57,688     | 78,117     | 78,610     | 71,672     |

<sup>1</sup> Fiscal year basis.

Raisins and Currants: Exports from Chile

| Country of destination | Average |         |         | 1961 | 1962 | 1963 | 1964 | 1965 |
|------------------------|---------|---------|---------|------|------|------|------|------|
|                        | 1951-55 | 1955-59 | 1960-64 |      |      |      |      |      |
| Argentina.....         | 4       | --      | --      | --   | --   | --   | 20   | --   |
| Brazil.....            | 30      | --      | --      | 1    | 33   | 114  | 84   |      |
| Ecuador.....           | 11      | 14      | --      | 4    | 2    | 2    | --   |      |
| Peru.....              | 21      | 34      | --      | 2    | 13   | 5    | --   |      |
| Other.....             | 1       | --      | --      | --   | 4    | --   | 1    |      |
| Total.....             | 67      | 48      | 7       | 52   | 141  | 85   |      |      |
|                        | 127     | 79      |         |      |      |      |      |      |

Raisins: Exports from Cyprus

| Country of destination | Average              |                      |         | Year beginning September 1 |         |         |         |         |
|------------------------|----------------------|----------------------|---------|----------------------------|---------|---------|---------|---------|
|                        | 1951-55 <sup>1</sup> | 1955-59 <sup>1</sup> | 1960-64 | 1961-62                    | 1962-63 | 1963-64 | 1964-65 | 1965-66 |
| Europe:                |                      |                      |         |                            |         |         |         |         |
| Austria.....           | 62                   | --                   | --      | 62                         | --      | --      | --      | --      |
| France.....            | 188                  | 345                  | 161     | 81                         | 162     | 10      |         |         |
| Germany, West.....     | 1,500                | 137                  | 220     | 65                         | 174     | 196     | 131     |         |
| Malta.....             | 42                   | 19                   | 36      | 100                        | 55      | 6       |         |         |
| United Kingdom.....    | 80                   | 69                   | 87      | 129                        | 74      | 45      |         |         |
| Other.....             | 324                  | 452                  | 187     | --                         | 30      | --      | --      |         |
| Total.....             | 561                  | 840                  | 349     | 576                        | 487     | 192     |         |         |
| Other countries:       |                      |                      |         |                            |         |         |         |         |
| Ceylon.....            | 31                   | 26                   | 48      | 7                          | --      | --      | --      | --      |
| Eritrea.....           | 85                   | 36                   | 84      | 153                        | 11      | --      | --      |         |
| Ethiopia.....          | 153                  | 73                   | 187     | 232                        | 207     | 355     |         |         |
| U.S.S.R. ....          | 2,668                | 6,221                | 8,821   | 9,111                      | 280     | 4,065   | 7,081   |         |
| Other.....             | 710                  | 371                  | 435     | 564                        | 150     | 315     | 795     |         |
| Total.....             | 6,861                | 9,391                | 9,994   | 822                        | 4,598   | 8,231   |         |         |
| Grand total.....       | 6,206                | 7,422                | 10,231  | 10,343                     | 1,398   | 5,085   | 8,423   |         |

<sup>1</sup> Calandar year baais. <sup>2</sup> Incluidas 2,218 tons to Italy. <sup>3</sup> Incluidas 87 tons to Italy. <sup>4</sup> Italy. <sup>5</sup> Incluidas 1,742 tons to Israel. <sup>6</sup> Both Ethiopia and Eritrea.

Raisins and Currants: Exports from Greece

| Country of destination | Average              |         |         | Year beginning September 1 |                  |                  |         |         |
|------------------------|----------------------|---------|---------|----------------------------|------------------|------------------|---------|---------|
|                        | 1951-55 <sup>1</sup> | 1955-59 | 1960-64 | 1961-62                    | 1962-63          | 1963-64          | 1964-65 | 1965-66 |
| CURRENTS               |                      |         |         |                            |                  |                  |         |         |
| Europe:                |                      |         |         |                            |                  |                  |         |         |
| Austria.....           | 86                   | 127     | 136     | 104                        | 63               | 69               |         |         |
| Belgium-Lux.....       | 91                   | 115     | 127     | 97                         | 79               | 81               |         |         |
| Denmark.....           | 116                  | 149     | 154     | 135                        | 115              | 116              |         |         |
| France.....            | 472                  | 529     | 476     | 434                        | 364              | 315              |         |         |
| Germany, East.....     | 1,350                | 1,322   | 1,157   | 1,047                      | 1,651            | 1,000            |         |         |
| Germany, West.....     | 3,038                | 3,752   | 2,957   | 2,701                      | 2,621            | 2,185            |         |         |
| Ireland.....           | 1,697                | 1,765   | 2,539   | 1,620                      | 924              | 991              |         |         |
| Netherlands.....       | 9,536                | 10,048  | 10,364  | 8,719                      | 9,173            | 7,723            |         |         |
| Switzerland.....       | 93                   | 105     | 116     | 110                        | 128              | 101              |         |         |
| United Kingdom.....    | 53,986               | 52,960  | 61,904  | 50,655                     | 53,763           | 50,056           |         |         |
| Other.....             | 311                  | 283     | --      | ( <sup>3</sup> )           | ( <sup>3</sup> ) | ( <sup>3</sup> ) |         |         |
| Total.....             | 70,748               | 70,872  | 79,930  | 65,622                     | 68,881           | 62,637           |         |         |
| Other countries.....   | 1,254                | 596     | 1,796   | 450                        | 735              | 820              |         |         |
| Grand total.....       | 72,002               | 71,468  | 81,726  | 66,072                     | 69,616           | 63,457           |         |         |

RAISINS

|                     |        |        |                  |                  |                  |                  |       |  |
|---------------------|--------|--------|------------------|------------------|------------------|------------------|-------|--|
| Europe:             |        |        |                  |                  |                  |                  |       |  |
| Austria.....        | 1,380  | 2,482  | 1,588            | 1,583            | 285              | 526              |       |  |
| Czechoslovakia..... | 1,671  | 402    | 2,149            | 2,201            | 2,812            | 1,403            |       |  |
| Finland.....        | 1,324  | 1,621  | 2,454            | 518              | 947              | 807              |       |  |
| France.....         | 3,843  | 2,707  | 5,423            | 4,094            | 5,941            | 6,602            |       |  |
| Germany, East.....  | 1,040  | 3,706  | 3,687            | 5,471            | 3,149            | 3,756            | 3,031 |  |
| Germany, West.....  | 17,613 | 16,333 | 24,106           | 17,312           | 22,193           | 26,597           |       |  |
| Ireland.....        | 1,734  | 275    | 2,538            | 2,320            | 2,606            | 3,763            |       |  |
| Italy.....          | 907    | 1,158  | 1,712            | 1,370            | 128              | 186              |       |  |
| Netherlands.....    | 2,033  | 2,859  | 1,272            | 3,061            | 4,338            | 5,088            | 5,052 |  |
| Norway.....         | 406    | 11     | 20               | --               | --               | --               | --    |  |
| Poland.....         | 378    | 35     | 75               | 27               | --               | --               | --    |  |
| Switzerland.....    | 952    | 713    | 1,156            | 1,236            | 1,376            | 1,542            |       |  |
| United Kingdom..... | 476    | 99     | 855              | 755              | 627              | 609              |       |  |
| Yugoslavia.....     | 1,694  | 3,084  | 2,830            | 250              | 1,251            | 4,204            |       |  |
| Other.....          | 43     | --     | ( <sup>4</sup> ) | ( <sup>4</sup> ) | ( <sup>4</sup> ) | ( <sup>4</sup> ) |       |  |
| Total.....          | 41,112 | 36,216 | 59,161           | 43,209           | 49,298           | 56,621           |       |  |
| Other countries:    |        |        |                  |                  |                  |                  |       |  |
| Israel.....         | 128    | 132    | 140              | 72               | 192              | 363              |       |  |
| U.S.S.R. ....       | 12,118 | 13,600 | 15,279           | 8,786            | 16,894           | 25,168           |       |  |
| Other.....          | 5,362  | 2,774  | 12,377           | 5,272            | 3,341            | 5,196            |       |  |
| Total.....          | 17,608 | 16,506 | 27,796           | 14,130           | 20,427           | 30,727           |       |  |
| Grand total.....    | 58,720 | 52,722 | 86,957           | 57,339           | 69,725           | 87,348           |       |  |

<sup>1</sup> Calendar year basis. <sup>2</sup> All Germany. <sup>3</sup> Included in "other countries." <sup>4</sup> Included in "other" of "other countries."

Raisins: Exports from Iran

| Country of destination | Average    |            |            | Year beginning March 20 |            |            |            |            |
|------------------------|------------|------------|------------|-------------------------|------------|------------|------------|------------|
|                        | 1951-55    | 1955-59    | 1960-64    | 1961-62                 | 1962-63    | 1963-64    | 1964-65    | 1965-66    |
|                        | Short tons | Short tons | Short tons | Short tons              | Short tons | Short tons | Short tons | Short tons |
| United States.....     | 19         | 98         | 30         | --                      | 86         | 17         | --         | --         |
| Europe:                |            |            |            |                         |            |            |            |            |
| Belgium-Lux.....       | 16         | 58         | 208        | 252                     | 21         | 331        | --         | --         |
| Czechoslovakia.....    | 23         | 1,153      | 725        | 976                     | 7          | 1,813      | 767        | 2,118      |
| Denmark.....           | 52         | 143        | 105        | 31                      | 420        | 76         | --         | 44         |
| France.....            | 1,160      | 1,874      | 1,095      | 1,746                   | 257        | 1,416      | 245        | 359        |
| Germany, East.....     | --         | 22         | 5,678      | 7,351                   | 6,827      | 7,352      | 4,036      | 3,720      |
| Germany, West.....     | 16,603     | 17,649     | 11,541     | 10,398                  | 10,389     | 14,280     | 2,992      | 2,260      |
| Hungary.....           | 13         | 475        | 1,002      | 2,128                   | 974        | 808        | 186        | --         |
| Italy.....             | 162        | 59         | 45         | 34                      | 69         | 98         | --         | 22         |
| Netherlands.....       | 2,641      | 3,043      | 2,048      | 2,004                   | 1,237      | 4,153      | 463        | 773        |
| Norway.....            | --         | 71         | 218        | 166                     | 182        | 514        | 103        | 85         |
| Poland.....            | 11         | 42         | 737        | 756                     | 1,550      | 314        | 1,063      | 689        |
| United Kingdom.....    | 2,164      | 3,185      | 3,653      | 4,218                   | 2,241      | 5,173      | 1,668      | 1,869      |
| Yugoslavia.....        | 11         | --         | 87         | --                      | --         | 386        | 47         | --         |
| Other.....             | 206        | 40         | 23         | --                      | 82         | 21         | --         | --         |
| Total.....             | 23,062     | 27,814     | 27,165     | 30,060                  | 24,256     | 36,735     | 11,570     | 11,939     |
| Other countries:       |            |            |            |                         |            |            |            |            |
| Arabia.....            | --         | --         | 117        | --                      | 153        | 92         | 88         | 194        |
| Ceylon.....            | 46         | 59         | 322        | 20                      | 497        | 455        | 537        | 816        |
| Hong Kong.....         | --         | 7          | 38         | 35                      | 56         | 38         | 8          | --         |
| India.....             | 965        | 1,595      | 1,209      | 1,829                   | 1,499      | 704        | 275        | 428        |
| Iraq.....              | 706        | 940        | 1,119      | 1,324                   | 1,184      | 1,059      | 1,260      | 1,422      |
| Israel.....            | --         | --         | 81         | 31                      | 23         | 220        | 63         | 71         |
| Japan.....             | --         | 74         | 243        | 10                      | --         | 655        | 434        | 2,635      |
| Kuwait.....            | 411        | 428        | 349        | 446                     | 592        | 282        | 334        | 376        |
| Lebanon.....           | 53         | 59         | 66         | 86                      | 125        | 28         | 47         | 64         |
| Saudi Arabia.....      | --         | --         | 39         | --                      | 26         | 72         | 96         | 77         |
| U.S.S.R.....           | 6,409      | 9,260      | 10,371     | 7,699                   | 13,791     | 10,887     | 11,167     | 8,036      |
| Other.....             | 601        | 268        | 124        | 280                     | 229        | 145        | 67         | 142        |
| Total.....             | 9,191      | 12,690     | 14,078     | 11,760                  | 18,175     | 14,637     | 14,376     | 14,261     |
| Grand total.....       | 32,272     | 40,602     | 41,273     | 41,820                  | 42,517     | 51,389     | 25,946     | 26,200     |

Raisins and Currants: Exports from South Africa

| Country of destination            | Average    |            |            | 1961       | 1962       | 1963       | 1964       | 1965       | 1966       |
|-----------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                                   | 1951-55    | 1955-59    | 1960-64    |            |            |            |            |            |            |
|                                   | Short tons |
| Europe:                           |            |            |            |            |            |            |            |            |            |
| Belgium-Lux.....                  | --         | --         | 8          | 21         | 13         | --         | 4          | --         | --         |
| United Kingdom.....               | 2,120      | 2,117      | 2,638      | 2,057      | 2,987      | 2,588      | 3,421      | 3,330      | 1,842      |
| Other.....                        | 1,276      | 945        | 17         | 53         | 18         | --         | 11         | --         | 11         |
| Total.....                        | 3,396      | 3,062      | 2,663      | 2,131      | 3,018      | 2,588      | 3,436      | 3,330      | 1,853      |
| Other countries:                  |            |            |            |            |            |            |            |            |            |
| Canada.....                       | 4          | 112        | 167        | 21         | 291        | 183        | 218        | 103        | 83         |
| Mozambique.....                   | 19         | 28         | 49         | 67         | 60         | 30         | 36         | --         | --         |
| Zambia, Rhodesia, and Malawi..... | 349        | 342        | 339        | 385        | 369        | 292        | 285        | --         | --         |
| Other.....                        | 761        | 334        | 140        | 154        | 101        | 83         | 215        | 398        | 90         |
| Total.....                        | 1,133      | 816        | 695        | 627        | 821        | 588        | 754        | 501        | 173        |
| Grand total.....                  | 4,529      | 3,878      | 3,358      | 2,758      | 3,839      | 3,176      | 4,190      | 3,831      | 2,026      |

Raisins: Exports from Spain

| Country of destination  | Average              |            |            | Year beginning September 1 |            |            |            |            |
|-------------------------|----------------------|------------|------------|----------------------------|------------|------------|------------|------------|
|                         | 1951-55 <sup>1</sup> | 1955-59    | 1960-64    | 1961-62                    | 1962-63    | 1963-64    | 1964-65    | 1965-66    |
|                         | Short tons           | Short tons | Short tons | Short tons                 | Short tons | Short tons | Short tons | Short tons |
| Europe:                 |                      |            |            |                            |            |            |            |            |
| Belgium-Lux.....        | 69                   | 77         | 142        | 149                        | 147        | 154        | 120        | 136        |
| Denmark.....            | 388                  | 15         | 27         | 42                         | 39         | 24         | 32         | --         |
| Finland.....            | 386                  | 630        | 168        | 118                        | 128        | 117        | 126        | --         |
| France.....             | 724                  | 841        | 922        | 933                        | 1,011      | 851        | 874        | 694        |
| Germany, West.....      | 89                   | 149        | 61         | 77                         | 78         | 40         | 38         | --         |
| Ireland.....            | 259                  | 38         | 109        | 49                         | 126        | 171        | 135        | 79         |
| Italy.....              | 34                   | 284        | 134        | 49                         | 31         | 118        | 193        | 152        |
| Netherlands.....        | 50                   | 39         | 77         | 87                         | 88         | 69         | 73         | 76         |
| Norway.....             | 681                  | 150        | 133        | 131                        | 109        | 104        | 106        | 90         |
| Sweden.....             | 478                  | 497        | 602        | 666                        | 641        | 557        | 533        | 536        |
| Switzerland.....        | 138                  | 321        | 220        | 326                        | 119        | 157        | 37         | --         |
| United Kingdom.....     | 586                  | 1,425      | 1,223      | 1,111                      | 853        | 1,314      | 1,715      | 1,193      |
| Other.....              | 61                   | 168        | 334        | 518                        | 15         | 19         | 17         | --         |
| Total.....              | 3,943                | 4,634      | 4,152      | 4,256                      | 3,385      | 3,695      | 3,999      | 2,956      |
| Other countries:        |                      |            |            |                            |            |            |            |            |
| Algeria.....            | 951                  | 662        | 413        | 726                        | 181        | 403        | 89         | --         |
| Dominican Republic..... | 5                    | 14         | 75         | 55                         | 114        | 123        | 83         | 86         |
| Egypt.....              | --                   | 84         | 153        | --                         | 518        | 249        | --         | --         |
| Mexico.....             | 18                   | 15         | 12         | 2                          | 24         | 10         | 8          | --         |
| Morocco.....            | 254                  | 367        | 368        | 841                        | 467        | 172        | 91         | --         |
| Venezuela.....          | 23                   | 40         | 80         | 85                         | 71         | 72         | 65         | 58         |
| Other.....              | 180                  | 286        | 130        | 119                        | 70         | 30         | 37         | 373        |
| Total.....              | 1,431                | 1,468      | 1,231      | 1,828                      | 1,445      | 1,059      | 373        | 517        |
| Grand total.....        | 5,374                | 6,102      | 5,383      | 6,084                      | 4,830      | 4,754      | 4,372      | 3,473      |

<sup>1</sup> Calendar year basis.

Raisins: Exports from Turkey

| Country of destination | Average              |         |         | Year beginning September 1 |         |         |         |         |
|------------------------|----------------------|---------|---------|----------------------------|---------|---------|---------|---------|
|                        | 1951-55 <sup>1</sup> | 1955-59 | 1960-64 | 1961-62                    | 1962-63 | 1963-64 | 1964-65 | 1965-66 |
| United States.....     |                      |         |         |                            |         |         |         |         |
| Europe:                |                      |         |         |                            |         |         |         |         |
| Austria.....           | 878                  | 1,982   | 912     | 1,118                      | 427     | 448     | 515     | 396     |
| Belgium-Lux.....       | 2,948                | 3,583   | 4,090   | 4,211                      | 4,981   | 4,451   | 3,179   | 4,459   |
| Bulgaria.....          | 230                  | 209     | 276     | 827                        | --      | 220     | --      | --      |
| Czechoslovakia.....    | 342                  | 1,530   | 1,149   | 2,038                      | 662     | 920     | 1,185   | 331     |
| Denmark.....           | 525                  | 2       | 79      | 53                         | 294     | 30      | 20      | 13      |
| Finland.....           | 2,801                | 1,967   | 652     | 886                        | 126     | --      | --      | 57      |
| France.....            | 2,582                | 2,546   | 2,670   | 3,265                      | 2,956   | 1,485   | 2,401   | 2,893   |
| Germany, East.....     | 114                  | 3,362   | 961     | --                         | 1,797   | 463     | 1,157   | 3,083   |
| Germany, West.....     | 6,360                | 6,952   | 9,853   | 13,671                     | 14,762  | 5,569   | 4,982   | 9,330   |
| Ireland.....           | 1,892                | 1,357   | 1,769   | 2,67                       | 1,984   | 935     | 1,098   | 1,622   |
| Italy.....             | 4,619                | 6,732   | 7,575   | 11,365                     | 9,648   | 5,004   | 4,690   | 7,081   |
| Netherlands.....       | 4,682                | 5,498   | 7,625   | 8,600                      | 10,071  | 7,245   | 7,811   | 12,644  |
| Norway.....            | 253                  | 342     | 228     | 371                        | 487     | 79      | 140     | 141     |
| Poland.....            | 230                  | 378     | 197     | 259                        | 193     | 342     | --      | 496     |
| Romania.....           | 26                   | 87      | 139     | 13                         | --      | 331     | --      | --      |
| Sweden.....            | 963                  | 70      | 142     | 35                         | 375     | 33      | 12      | 4       |
| Switzerland.....       | 905                  | 689     | 3,368   | 3,606                      | 8,305   | 913     | 1,377   | 1,126   |
| United Kingdom.....    | 9,983                | 14,170  | 22,612  | 22,916                     | 25,965  | 18,970  | 21,207  | 26,042  |
| Yugoslavia.....        | 439                  | 592     | 545     | 110                        | 218     | 1,538   | 419     | --      |
| Other.....             | 134                  | 670     | 505     | 473                        | 153     | --      | 803     | 365     |
| Total.....             | 40,906               | 52,718  | 65,347  | 77,484                     | 83,404  | 48,976  | 50,996  | 70,083  |
| Other countries:       |                      |         |         |                            |         |         |         |         |
| Israel.....            | 246                  | 335     | 285     | 513                        | 644     | 37      | --      | --      |
| Japan.....             | 1                    | 375     | 294     | --                         | 847     | 438     | --      | 1       |
| Uruguay.....           | 110                  | 28      | 169     | 149                        | 335     | 117     | 138     | --      |
| U.S.S.R.....           | 1,323                | 5,299   | 4,902   | --                         | 5,512   | 5,078   | 13,369  | 12,357  |
| Other.....             | 1,111                | 1,028   | 396     | 725                        | 91      | 44      | 125     | 231     |
| Total.....             | 2,791                | 7,065   | 6,046   | 1,387                      | 7,429   | 5,714   | 13,632  | 12,589  |
| Grand total.....       | 43,759               | 59,829  | 71,560  | 78,873                     | 91,138  | 55,057  | 64,749  | 82,822  |

<sup>1</sup> Calendar year basis.

Raisins and Currants: Exports from United States

| Country of destination    | Average |         |         | Year beginning September 1 |         |         |         |         |
|---------------------------|---------|---------|---------|----------------------------|---------|---------|---------|---------|
|                           | 1951-55 | 1955-59 | 1960-64 | 1961-62                    | 1962-63 | 1963-64 | 1964-65 | 1965-66 |
| Europe:                   |         |         |         |                            |         |         |         |         |
| EEC:                      |         |         |         |                            |         |         |         |         |
| Belgium-Lux.....          | 2,467   | 1,161   | 970     | 965                        | 949     | 855     | 771     | 1,080   |
| France.....               | 17      | 53      | 363     | 321                        | 386     | 323     | 450     | 454     |
| Germany, West.....        | 4,357   | 3,009   | 2,460   | 2,434                      | 1,653   | 2,093   | 2,262   | 2,289   |
| Italy.....                | 27      | --      | 2       | 9                          | 1       | --      | --      | 64      |
| Netherlands.....          | 5,213   | 2,632   | 1,434   | 1,348                      | 789     | 1,631   | 769     | 1,228   |
| Total.....                | 12,081  | 6,855   | 5,229   | 5,077                      | 3,778   | 4,902   | 4,252   | 5,115   |
| Austria.....              | 37      | 42      | 39      | 74                         | 16      | 12      | 9       | 21      |
| Denmark.....              | 1,549   | 3,851   | 3,313   | 3,872                      | 2,509   | 3,230   | 3,438   | 4,405   |
| Finland.....              | 1,781   | 816     | 1,988   | 2,704                      | 1,349   | 2,796   | 2,126   | 3,481   |
| Iceland.....              | 101     | 53      | 208     | 219                        | 174     | 195     | 275     | 313     |
| Ireland.....              | 4,246   | 2,256   | 2,191   | 2,908                      | 1,483   | 2,006   | 1,561   | 3,374   |
| Norway.....               | 2,036   | 2,016   | 1,872   | 2,320                      | 1,091   | 1,707   | 1,886   | 2,385   |
| Sweden.....               | 3,378   | 3,861   | 3,372   | 3,962                      | 2,944   | 3,341   | 3,124   | 4,278   |
| Switzerland.....          | 1,862   | 968     | 1,033   | 1,170                      | 893     | 942     | 1,021   | 1,116   |
| United Kingdom.....       | 25,356  | 8,076   | 8,713   | 11,779                     | 5,444   | 6,846   | 8,042   | 9,591   |
| Other.....                | 44      | --      | 2       | 4                          | --      | 3       | 2       | 9       |
| Total Europe.....         | 53,465  | 28,794  | 27,960  | 34,089                     | 19,681  | 25,980  | 25,736  | 34,088  |
| Latin American Republics: |         |         |         |                            |         |         |         |         |
| Bolivia.....              | 22      | 15      | 30      | 30                         | 22      | 39      | 48      | 56      |
| Brazil.....               | 365     | 53      | 15      | 32                         | 16      | 10      | 8       | 88      |
| Colombia.....             | 294     | 101     | 18      | 21                         | 43      | 15      | 2       | 2       |
| Costa Rica.....           | 33      | 19      | 48      | 42                         | 35      | 63      | 55      | 78      |
| Dominican Republic.....   | 111     | 92      | 95      | 102                        | 143     | 125     | 73      | 152     |
| Ecuador.....              | 89      | 84      | 178     | 179                        | 220     | 182     | 170     | 216     |
| El Salvador.....          | 26      | 14      | 36      | 50                         | 16      | 26      | 36      | 26      |
| Guatemala.....            | 25      | 37      | 49      | 46                         | 42      | 42      | 58      | 65      |
| Honduras.....             | 19      | 13      | 20      | 19                         | 21      | 23      | 23      | 27      |
| Mexico.....               | 1,033   | 1,346   | 2,012   | 1,968                      | 2,191   | 1,843   | 1,926   | 2,581   |
| Nicaragua.....            | 8       | 9       | 33      | 19                         | 34      | 36      | 56      | 34      |
| Panama.....               | 96      | 117     | 170     | 208                        | 145     | 164     | 170     | 251     |
| Peru.....                 | 296     | 350     | 596     | 582                        | 624     | 695     | 601     | 718     |
| Venezuela.....            | 406     | 583     | 865     | 884                        | 720     | 1,046   | 915     | 1,093   |
| Other.....                | 566     | 385     | 52      | 64                         | 62      | 46      | 12      | 12      |
| Total.....                | 3,389   | 3,218   | 4,217   | 4,246                      | 4,334   | 4,355   | 4,153   | 5,399   |
| Other countries           |         |         |         |                            |         |         |         |         |
| Australia.....            | --      | --      | 6       | 1                          | 15      | 3       | 3       | 1       |
| Canada.....               | 10,209  | 8,420   | 7,121   | 8,142                      | 6,476   | 7,151   | 6,080   | 6,662   |
| Hong Kong.....            | 945     | 502     | 491     | 530                        | 395     | 564     | 468     | 537     |
| Japan.....                | 2,160   | 705     | 13,762  | 15,405                     | 11,772  | 14,797  | 15,234  | 19,281  |
| Malaysia.....             | 880     | 549     | 664     | 777                        | 618     | 547     | 568     | 827     |
| Mansei and Nampo I.....   | 55      | 84      | 147     | 130                        | 126     | 239     | 131     | 157     |
| Neth. Antilles.....       | 34      | 27      | 62      | 56                         | 70      | 54      | 80      | 62      |
| New Zealand.....          | 360     | 509     | 911     | 1,022                      | 562     | 1,079   | 810     | 1,164   |
| Philippines.....          | 524     | 409     | 671     | 541                        | 636     | 757     | 969     | 1,322   |
| Taiwan.....               | --      | 2       | 211     | --                         | --      | 173     | 876     | 659     |
| Vietnam.....              | 120     | 138     | 58      | 29                         | 56      | 37      | 108     | 50      |
| West Indies.....          | 107     | 143     | 161     | 138                        | 153     | 185     | 157     | 176     |
| Other.....                | 1,877   | 1,995   | 210     | 270                        | 152     | 148     | 187     | 206     |
| Total.....                | 17,271  | 13,083  | 24,475  | 27,041                     | 21,031  | 25,734  | 25,671  | 31,104  |
| Grand total.....          | 74,125  | 45,095  | 56,652  | 65,376                     | 45,046  | 56,069  | 55,560  | 70,591  |

### Import Tables

#### Raisins and Currants: Imports into Austria

| Country of origin  | Average              |            |            | Year beginning October 1 |            |            |            |            |
|--------------------|----------------------|------------|------------|--------------------------|------------|------------|------------|------------|
|                    | 1951-55 <sup>1</sup> | 1955-59    | 1960-64    | 1961-62                  | 1962-63    | 1963-64    | 1964-65    | 1965-66    |
| United States..... | Short tons           | Short tons | Short tons | Short tons               | Short tons | Short tons | Short tons | Short tons |
|                    | 6                    | 86         | 122        | 178                      | 45         | 59         | 58         | 81         |
| Europe:            |                      |            |            |                          |            |            |            |            |
| Cyprus.....        | 146                  | 248        | 136        | 227                      | 116        | 59         | 55         | 67         |
| Greece.....        | 2,708                | 2,658      | 3,850      | 3,591                    | 4,924      | 4,064      | 4,582      | 4,648      |
| Other.....         | 264                  | 77         | 15         | 14                       | 19         | 5          | 6          | 1          |
| Total.....         | 3,118                | 2,983      | 4,001      | 3,832                    | 5,059      | 4,128      | 4,643      | 4,716      |
| Other countries:   |                      |            |            |                          |            |            |            |            |
| Australia.....     | --                   | 22         | 44         | 3                        | --         | 110        | 109        | 54         |
| Iran.....          | 91                   | 84         | 121        | 35                       | 81         | 311        | 24         | 2          |
| Turkey.....        | 838                  | 1,964      | 935        | 989                      | 579        | 371        | 797        | 477        |
| Other.....         | 39                   | 4          | --         | --                       | 2          | --         | --         | 1          |
| Total.....         | 968                  | 2,074      | 1,100      | 1,027                    | 662        | 792        | 930        | 534        |
| Grand total.....   | 4,092                | 5,143      | 5,223      | 5,037                    | 5,766      | 4,979      | 5,631      | 5,331      |

<sup>1</sup> Calendar year basis.

#### Raisins and Currants: Imports into Belgium-Luxembourg

| Country of origin  | Average              |            |            | Year beginning September 1 |            |            |            |            |
|--------------------|----------------------|------------|------------|----------------------------|------------|------------|------------|------------|
|                    | 1951-55 <sup>1</sup> | 1955-59    | 1960-64    | 1961-62                    | 1962-63    | 1963-64    | 1964-65    | 1965-66    |
| United States..... | Short tons           | Short tons | Short tons | Short tons                 | Short tons | Short tons | Short tons | Short tons |
|                    | 2,551                | 1,256      | 879        | 941                        | 852        | 750        | 753        | 858        |
| Europe:            |                      |            |            |                            |            |            |            |            |
| Greece.....        | 48                   | 163        | 97         | 120                        | 125        | 110        | 75         | 84         |
| Netherlands.....   | 18                   | 44         | 40         | 71                         | 43         | 15         | 17         | 2          |
| Other.....         | --                   | --         | --         | --                         | --         | --         | --         | --         |
| Total.....         | 66                   | 207        | 137        | 191                        | 168        | 125        | .92        | 86         |
| Other countries:   |                      |            |            |                            |            |            |            |            |
| Iran.....          | --                   | --         | 110        | --                         | 15         | 411        | 3          | --         |
| Turkey.....        | 3,187                | 3,539      | 4,173      | 4,265                      | 5,254      | 3,909      | 3,974      | 4,274      |
| Other.....         | 394                  | 652        | 754        | 908                        | 463        | 880        | 878        | 1,038      |
| Total.....         | 3,581                | 4,191      | 5,037      | 5,173                      | 5,732      | 5,200      | 4,855      | 5,312      |
| Grand total.....   | 6,198                | 5,654      | 6,053      | 6,305                      | 6,752      | 6,075      | 5,700      | 6,256      |

<sup>1</sup> Calendar year basis.

#### Raisins: Imports into Brazil

| Country of origin  | Average    |            |            | 1961       | 1962       | 1963       | 1964       | 1965       |
|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                    | 1951-55    | 1955-59    | 1960-64    |            |            |            |            |            |
| United States..... | Short tons |
|                    | 423        | 38         | 22         | --         | 3          | 15         | 19         | 2          |
| Europe:            |            |            |            |            |            |            |            |            |
| Greece.....        | 84         | 20         | 1,035      | 4,929      | 31         | 14         | 17         | 6          |
| Other.....         | 31         | 36         | 254        | 1,040      | 2          | 3          | 1          | --         |
| Total.....         | 115        | 56         | 1,289      | 5,969      | 33         | 17         | 18         | 6          |
| Other countries:   |            |            |            |            |            |            |            |            |
| Argentina.....     | 1,236      | 921        | 1,605      | 1,336      | 1,369      | 1,561      | 1,853      | 1,400      |
| Chile.....         | --         | --         | 21         | --         | 1          | 25         | 79         | 93         |
| Mexico.....        | --         | --         | 78         | --         | 293        | --         | 99         | 89         |
| Other.....         | 97         | 307        | 3          | --         | 11         | --         | --         | --         |
| Total.....         | 1,333      | 1,228      | 1,707      | 1,336      | 1,674      | 1,586      | 2,031      | 1,582      |
| Grand total.....   | 1,871      | 1,322      | 3,018      | 7,305      | 1,710      | 1,618      | 2,068      | 1,590      |

Raisins and Currants: Imports into Canada

| Country of origin  | Average              |         |         | Year beginning September 1 |         |         |         |         |
|--------------------|----------------------|---------|---------|----------------------------|---------|---------|---------|---------|
|                    | 1951-55 <sup>1</sup> | 1955-59 | 1960-64 | 1961-62                    | 1962-63 | 1963-64 | 1964-65 | 1965-66 |
| <b>CURRENTS</b>    |                      |         |         |                            |         |         |         |         |
| United States..... | 186                  | 75      | 80      | 61                         | 74      | 153     | 47      | 46      |
| Australia.....     | 2,472                | 2,399   | 2,094   | 2,089                      | 2,357   | 2,003   | 2,151   | 2,043   |
| Greece.....        | 7                    | 1       | 12      | --                         | 37      | 25      | --      | --      |
| Other.....         | 18                   | 11      | --      | --                         | --      | --      | --      | 7       |
| Grand total.....   | 2,683                | 2,486   | 2,186   | 2,150                      | 2,468   | 2,181   | 2,198   | 2,096   |
| <b>RAISINS</b>     |                      |         |         |                            |         |         |         |         |
| United States..... | 10,359               | 9,004   | 7,397   | 8,212                      | 6,834   | 7,048   | 6,771   | 6,679   |
| Europe:            |                      |         |         |                            |         |         |         |         |
| Greece.....        | --                   | --      | 23      | --                         | 2       | 112     | 1       | 1       |
| Other.....         | 29                   | 13      | 8       | 6                          | 17      | 3       | 5       | 108     |
| Total.....         | 29                   | 13      | 31      | 6                          | 19      | 115     | 6       | 109     |
| Other countries:   |                      |         |         |                            |         |         |         |         |
| Australia.....     | 13,091               | 15,622  | 17,162  | 16,223                     | 19,108  | 17,286  | 18,627  | 19,167  |
| South Africa.....  | 4                    | 132     | 159     | 115                        | 245     | 275     | 139     | 167     |
| Other.....         | --                   | --      | --      | --                         | --      | 1       | --      | --      |
| Total.....         | 13,095               | 15,754  | 17,321  | 16,338                     | 19,353  | 17,562  | 18,766  | 19,334  |
| Grand total.....   | 23,483               | 24,771  | 24,749  | 24,556                     | 26,206  | 24,725  | 25,543  | 26,122  |

<sup>1</sup> Calendar year basis.

Raisins and Currants: Imports into Denmark

| Country of origin  | Average |         |         | 1961  | 1962  | 1963  | 1964  | 1965  |
|--------------------|---------|---------|---------|-------|-------|-------|-------|-------|
|                    | 1951-55 | 1955-59 | 1960-64 |       |       |       |       |       |
| <b>CURRENTS</b>    |         |         |         |       |       |       |       |       |
| United States..... | --      | 6       | 11      | 10    | 11    | 4     | 11    | --    |
| Greece.....        | 197     | 172     | 152     | 148   | 163   | 118   | 147   | 93    |
| Other.....         | 27      | 3       | 2       | --    | 6     | --    | 6     | 17    |
| Grand total.....   | 224     | 181     | 165     | 158   | 180   | 122   | 164   | 110   |
| <b>RAISINS</b>     |         |         |         |       |       |       |       |       |
| United States..... | 590     | 3,655   | 3,485   | 3,581 | 3,684 | 2,480 | 3,780 | 3,768 |
| Europe:            |         |         |         |       |       |       |       |       |
| Greece.....        | 957     | 97      | 167     | 2     | 215   | 440   | 159   | 60    |
| Spain.....         | 359     | 15      | 34      | 45    | 35    | 27    | 31    | --    |
| Other.....         | 1 819   | 2 244   | 8       | 24    | 5     | 7     | 2     | --    |
| Total.....         | 2,135   | 356     | 209     | 71    | 255   | 474   | 192   | 60    |
| Other countries:   |         |         |         |       |       |       |       |       |
| Australia.....     | --      | 16      | 36      | 5     | 26    | 137   | 10    | --    |
| Iran.....          | 164     | 439     | 190     | 93    | 174   | 323   | 200   | 23    |
| Turkey.....        | 533     | 21      | 66      | --    | 195   | 98    | 36    | 9     |
| Other.....         | 302     | 149     | 2       | --    | 3     | 1     | 4     | 53    |
| Total.....         | 999     | 625     | 294     | 98    | 398   | 559   | 250   | 85    |
| Grand total.....   | 3,724   | 4,636   | 3,988   | 3,750 | 4,337 | 3,513 | 4,222 | 3,913 |

<sup>1</sup> Includes 466 tons from the United Kingdom, 225 tons from the Netherlands, and 111 tons from West Germany.

<sup>2</sup> Includes 164 tons from the United Kingdom.

Raisins and Currants: Imports into Finland

| Country of origin  | Average |         |         | 1961  | 1962  | 1963  | 1964  | 1965  |
|--------------------|---------|---------|---------|-------|-------|-------|-------|-------|
|                    | 1951-55 | 1955-59 | 1960-64 |       |       |       |       |       |
| <b>CURRENTS</b>    |         |         |         |       |       |       |       |       |
| United States..... | 1,427   | 538     | 2,079   | 1,553 | 2,590 | 1,634 | 2,838 | 2,822 |
| Greece.....        | 2,230   | 1,763   | 1,567   | 1,711 | 1,854 | 1,724 | 1,023 | 869   |
| Spain.....         | 394     | 462     | 186     | 162   | 111   | 257   | 126   | 126   |
| Turkey.....        | 2,370   | 1,812   | 626     | 1,017 | 407   | 87    | 304   | 57    |
| Other.....         | 436     | 300     | 137     | 6     | 6     | 350   | 47    | 47    |
| Grand total.....   | 6,857   | 4,875   | 4,595   | 4,449 | 4,968 | 4,006 | 4,337 | 3,921 |

Raisins and Currants: Imports into France

| Country of origin  | Average <sup>1</sup> |            |            | Year beginning October 1 |            |            |            |            |
|--------------------|----------------------|------------|------------|--------------------------|------------|------------|------------|------------|
|                    | 1951-55              | 1955-59    | 1960-64    | 1961-62                  | 1962-63    | 1963-64    | 1964-65    | 1965-66    |
|                    | Short tons           | Short tons | Short tons | Short tons               | Short tons | Short tons | Short tons | Short tons |
| United States..... | --                   | --         | 348        | 337                      | 372        | 385        | 367        | 435        |
| Europe:            |                      |            |            |                          |            |            |            |            |
| Cyprus.....        | --                   | --         | 276        | 342                      | 167        | 53         | 122        | 71         |
| Greece.....        | 2,777                | 3,403      | 4,079      | 3,537                    | 5,860      | 5,205      | 6,822      | 7,024      |
| Spain.....         | 708                  | 858        | 967        | 967                      | 1,060      | 937        | 906        | 924        |
| Total.....         | 3,485                | 4,261      | 5,322      | 4,846                    | 7,087      | 6,195      | 7,850      | 8,019      |
| Other countries:   |                      |            |            |                          |            |            |            |            |
| Australia.....     | --                   | --         | 23         | --                       | --         | 90         | 327        | 80         |
| Iran.....          | 690                  | 1,503      | 1,436      | 1,567                    | 1,081      | 1,888      | 269        | 502        |
| Turkey.....        | 2,483                | 2,644      | 2,721      | 3,710                    | 2,655      | 1,453      | 2,748      | 2,776      |
| Other.....         | 492                  | 514        | 46         | 25                       | 43         | 71         | 72         | 59         |
| Total.....         | 3,665                | 4,661      | 4,226      | 5,302                    | 3,779      | 3,502      | 3,416      | 3,417      |
| Grand total.....   | 7,150                | 8,922      | 9,896      | 10,485                   | 11,238     | 10,082     | 11,633     | 11,871     |

<sup>1</sup> Calendar year basis.

Raisins and Currants: Imports into Western Germany

| Country of origin  | Average           |            |            | Year beginning September 1 |            |            |            |            |
|--------------------|-------------------|------------|------------|----------------------------|------------|------------|------------|------------|
|                    | 1951 <sup>1</sup> | 1955-59    | 1960-64    | 1961-62                    | 1962-63    | 1963-64    | 1964-65    | 1965-66    |
|                    | Short tons        | Short tons | Short tons | Short tons                 | Short tons | Short tons | Short tons | Short tons |
| CURRANTS           |                   |            |            |                            |            |            |            |            |
| Greece.....        | 3,896             | 3,329      | 3,000      | 3,583                      | 3,101      | 2,565      | 2,565      | 2,221      |
| Other.....         | 9                 | --         | 3          | --                         | --         | 7          | 6          | 31         |
| Grand total.....   | 3,905             | 3,329      | 3,003      | 3,583                      | 3,101      | 2,572      | 2,571      | 2,252      |
| RAISINS            |                   |            |            |                            |            |            |            |            |
| United States..... | 55                | 3,375      | 2,402      | 2,865                      | 1,752      | 1,929      | 2,121      | 2,170      |
| Europe:            |                   |            |            |                            |            |            |            |            |
| Cyprus.....        | 1,050             | 1,463      | 336        | 230                        | 101        | 146        | 145        | 112        |
| Greece.....        | 5,740             | 19,487     | 18,435     | 16,564                     | 24,894     | 18,294     | 22,304     | 24,030     |
| Italy.....         | --                | 3          | 9          | --                         | 22         | 21         | --         | --         |
| Spain.....         | 38                | 42         | 55         | 95                         | 70         | 50         | 34         | 50         |
| Other.....         | --                | --         | --         | --                         | --         | --         | --         | --         |
| Total.....         | 6,828             | 20,995     | 18,835     | 16,889                     | 25,087     | 18,511     | 22,483     | 24,192     |
| Other countries:   |                   |            |            |                            |            |            |            |            |
| Australia.....     | --                | 1,919      | 5,183      | 4,177                      | 1,388      | 7,867      | 9,459      | 8,619      |
| Iran.....          | 10,370            | 17,760     | 11,135     | 10,175                     | 9,850      | 15,499     | 4,894      | 4,039      |
| Turkey.....        | 7,302             | 4,990      | 10,392     | 15,276                     | 14,403     | 5,872      | 5,818      | 8,978      |
| Other.....         | 44                | 412        | 38         | --                         | 11         | --         | 177        | 74         |
| Total.....         | 17,716            | 25,081     | 26,748     | 29,628                     | 25,652     | 29,238     | 20,348     | 21,710     |
| Grand total.....   | 24,599            | 49,451     | 47,985     | 49,382                     | 52,491     | 49,678     | 44,952     | 48,072     |

<sup>1</sup> Calendar year 1951 only; raisins and currants not separately classified in 1952-54.

Raisins and Currants: Imports into India

| Country of origin | Average              |            |            | 1961       | 1962       | 1963       | 1964       | 1965       |
|-------------------|----------------------|------------|------------|------------|------------|------------|------------|------------|
|                   | 1951-55 <sup>1</sup> | 1955-59    | 1960-64    |            |            |            |            |            |
|                   | Short tons           | Short tons | Short tons | Short tons | Short tons | Short tons | Short tons | Short tons |
| Afghanistan.....  | --                   | 11,259     | 6,354      | 2,981      | 4,539      | 6,981      | 8,076      | 12,254     |
| Cyprus.....       | --                   | 2          | 17         | 42         | 7          | 3          | 15         | 4          |
| Iran.....         | --                   | 561        | 1,455      | 1,678      | 955        | 1,757      | 203        | 220        |
| Pakistan.....     | --                   | 8          | 7          | 12         | 2          | --         | 4          | 92         |
| Other.....        | 4,447                | 12         | 61         | 16         | 225        | 38         | --         | 28         |
| Grand total.....  | 4,447                | 11,842     | 7,894      | 4,729      | 5,728      | 8,779      | 8,298      | 12,598     |

<sup>1</sup> Country breakdown not available, total only.

Raisins and Currants: Imports into Ireland

| Country of origin  | Average |         |         | 1961  | 1962  | 1963  | 1964             | 1965             | 1966             |
|--------------------|---------|---------|---------|-------|-------|-------|------------------|------------------|------------------|
|                    | 1951-55 | 1955-59 | 1960-64 |       |       |       |                  |                  |                  |
| CURRENTS           |         |         |         |       |       |       |                  |                  |                  |
| Greece.....        | 4,297   | 1,469   | 1,734   | 1,753 | 1,742 | 2,065 | 1,079            | 1,090            | 1,393            |
| Other.....         | 95      | 17      | 87      | --    | 83    | --    | 310              | 414              | 136              |
| Grand total.....   | 4,392   | 1,486   | 1,821   | 1,753 | 1,825 | 2,065 | 1,389            | 1,504            | 1,529            |
| RAISINS            |         |         |         |       |       |       |                  |                  |                  |
| United States..... | 3,571   | 2,934   | 2,059   | 2,782 | 1,184 | 1,910 | 1,688            | 1,984            | 1,908            |
| Europe:            |         |         |         |       |       |       |                  |                  |                  |
| Greece.....        | 3,645   | 1,518   | 1,061   | 1,350 | 1,631 | 1,674 | ( <sup>1</sup> ) | ( <sup>1</sup> ) | ( <sup>1</sup> ) |
| Spain.....         | 252     | 55      | 79      | --    | 94    | --    | ( <sup>1</sup> ) | ( <sup>1</sup> ) | ( <sup>1</sup> ) |
| Italy.....         | --      | 16      | --      | --    | --    | --    | --               | --               | --               |
| Total.....         | 3,897   | 1,589   | 1,140   | 1,350 | 1,725 | 1,674 | ( <sup>1</sup> ) | ( <sup>1</sup> ) | ( <sup>1</sup> ) |
| Other countries:   |         |         |         |       |       |       |                  |                  |                  |
| Australia.....     | 9       | 292     | 780     | 156   | 913   | 1,143 | 1,596            | 2,829            | 3,050            |
| Israel.....        | --      | --      | 15      | --    | 75    | --    | ( <sup>1</sup> ) | ( <sup>1</sup> ) | ( <sup>1</sup> ) |
| Turkey.....        | 2,277   | 1,422   | 2,303   | 2,202 | 2,396 | 2,993 | 1,100            | 1,312            | 1,844            |
| Other.....         | 580     | 495     | 153     | 116   | 6     | 175   | 506              | 359              | 400              |
| Total.....         | 2,866   | 2,209   | 3,251   | 2,474 | 3,390 | 4,311 | 3,202            | 4,500            | 5,294            |
| Grand total.....   | 10,334  | 6,732   | 6,450   | 6,606 | 6,299 | 7,895 | 4,890            | 6,484            | 7,202            |

<sup>1</sup> If any included in "other" of "other countries."

Raisins and Currants: Imports into Italy

| Country of origin | Average              |         |         | Year beginning September 1 |         |         |         |         |
|-------------------|----------------------|---------|---------|----------------------------|---------|---------|---------|---------|
|                   | 1951-55 <sup>1</sup> | 1955-59 | 1960-64 | 1961-62                    | 1962-63 | 1963-64 | 1964-65 | 1965-66 |
| Short tons        |                      |         |         |                            |         |         |         |         |
| Australia.....    | <sup>3</sup>         | --      | 198     | --                         | --      | --      | 989     | 443     |
| Greece.....       | 3,310                | 2,021   | 2,943   | 1,324                      | 3,048   | 4,590   | 5,346   | 4,985   |
| Turkey.....       | 4,142                | 6,340   | 7,470   | 11,442                     | 8,943   | 5,470   | 4,609   | 5,848   |
| Other.....        | 2,627                | 641     | 367     | 289                        | 92      | 223     | 360     | 1,068   |
| Grand total.....  | 10,082               | 9,002   | 10,978  | 13,055                     | 12,083  | 10,283  | 11,304  | 12,344  |

<sup>1</sup> Calendar year basis. <sup>2</sup> Includes 2,123 tons from Cyprus and 225 tons from Iran.

Raisins and Currants: Imports into Japan

| Country of origin  | Average      |         |         | 1961   | 1962   | 1963   | 1964   | 1965   | 1966   |
|--------------------|--------------|---------|---------|--------|--------|--------|--------|--------|--------|
|                    | 1951-55      | 1955-59 | 1960-64 |        |        |        |        |        |        |
| Short tons         |              |         |         |        |        |        |        |        |        |
| United States..... | 1,677        | 226     | 12,436  | 12,633 | 19,350 | 9,972  | 17,598 | 13,912 | 16,335 |
| Europe:            |              |         |         |        |        |        |        |        |        |
| Greece.....        | 260          | 1,932   | 1,454   | 64     | 627    | 3,349  | 441    | 94     | 191    |
| Other.....         | 25           | 18      | 43      | --     | --     | 195    | 8      | --     | --     |
| Total.....         | 285          | 1,950   | 1,497   | 64     | 627    | 3,544  | 449    | 94     | 191    |
| Other countries:   |              |         |         |        |        |        |        |        |        |
| Australia.....     | <sup>7</sup> | 505     | 1,477   | 90     | 2,442  | 2,230  | 1,624  | 833    | 1,401  |
| China.....         | 133          | 129     | 89      | --     | --     | 64     | 383    | 54     | 264    |
| Iran.....          | --           | 58      | 155     | 87     | --     | 20     | 669    | 406    | 2,240  |
| Turkey.....        | --           | 303     | 336     | --     | --     | 704    | 437    | --     | 1      |
| Other.....         | 288          | 640     | 10      | 28     | --     | --     | 22     | 9      | --     |
| Total.....         | 428          | 1,635   | 2,067   | 205    | 2,442  | 3,018  | 3,125  | 1,302  | 3,906  |
| Grand total.....   | 2,390        | 3,811   | 16,000  | 12,902 | 22,419 | 16,534 | 21,182 | 15,308 | 20,432 |

Raisins and Currants: Imports into Morocco

| Country of origin | Average |         |         | 1961 | 1962 | 1963 | 1964 | 1965  |
|-------------------|---------|---------|---------|------|------|------|------|-------|
|                   | 1951-55 | 1955-59 | 1960-64 |      |      |      |      |       |
| Short tons        |         |         |         |      |      |      |      |       |
| Greece.....       | 37      | 47      | 34      | 22   | 39   | --   | 102  | .121  |
| Spain.....        | 498     | 326     | 533     | 638  | 664  | 126  | 732  | 1,200 |
| Other.....        | 40      | 67      | 164     | 51   | 9    | 751  | --   | 17    |
| Grand total.....  | 575     | 440     | 731     | 711  | 712  | 877  | 834  | 1,338 |

Raisins: Imports into Mexico

| Country of origin  | Average |         |         | 1961 | 1962 | 1963 | 1964 | 1965 |
|--------------------|---------|---------|---------|------|------|------|------|------|
|                    | 1951-55 | 1955-59 | 1960-64 |      |      |      |      |      |
| United States..... | 966     | 961     | 48      | 19   | 32   | 15   | 1    | 1    |
| Spain.....         | 18      | 18      | 17      | 7    | 15   | 8    | 12   | 27   |
| Other.....         | 4       | 17      | --      | --   | --   | --   | --   | --   |
| Grand total.....   | 988     | 996     | 65      | 26   | 47   | 23   | 13   | 28   |

Raisins and Currants: Imports into the Netherlands

| Country of origin  | Average              |         |         | Year beginning September 1 |         |         |         |         |
|--------------------|----------------------|---------|---------|----------------------------|---------|---------|---------|---------|
|                    | 1951-55 <sup>1</sup> | 1955-59 | 1960-64 | 1961-62                    | 1962-63 | 1963-64 | 1964-65 | 1965-66 |
| CURRENTS           |                      |         |         |                            |         |         |         |         |
| Greece.....        | 7,759                | 9,097   | 9,514   | 9,810                      | 10,452  | 8,760   | 8,929   | 8,096   |
| Other.....         | 171                  | 107     | 82      | 17                         | 1       | 76      | 116     | 560     |
| Grand total.....   | 7,930                | 9,204   | 9,596   | 9,827                      | 10,453  | 8,836   | 9,045   | 8,656   |
| RAISINS            |                      |         |         |                            |         |         |         |         |
| United States..... | 2,967                | 1,871   | 1,145   | 1,410                      | 668     | 808     | 779     | 1,010   |
| Europe:            |                      |         |         |                            |         |         |         |         |
| Belgium-Lux.....   | 11                   | 27      | 37      | 42                         | 9       | 54      | 28      | 1       |
| Germany, West..... | 101                  | 324     | 71      | 10                         | 660     | 106     | 48      | 57      |
| Greece.....        | 330                  | 752     | 645     | 448                        | 937     | 712     | 1,037   | 1,851   |
| Spain.....         | 49                   | 32      | 63      | 42                         | 127     | 21      | 35      | 77      |
| Other.....         | 2 659                | 3 170   | 63      | 5                          | --      | 30      | --      | --      |
| Total.....         | 1,150                | 1,305   | 879     | 547                        | 1,133   | 923     | 1,148   | 1,986   |
| Other countries:   |                      |         |         |                            |         |         |         |         |
| Australia.....     | 21                   | 158     | 129     | 15                         | 172     | 24      | 281     | 201     |
| Iran.....          | 2,263                | 3,748   | 2,733   | 3,504                      | 2,457   | 3,931   | 801     | 1,132   |
| Turkey.....        | 5,026                | 5,433   | 9,094   | 10,031                     | 11,949  | 7,813   | 10,123  | 12,587  |
| Other.....         | 39                   | 65      | 59      | 116                        | 12      | 111     | 46      | 88      |
| Total.....         | 7,349                | 9,404   | 12,015  | 13,666                     | 14,590  | 11,879  | 11,251  | 14,008  |
| Grand total.....   | 11,466               | 12,580  | 14,039  | 15,623                     | 16,391  | 13,610  | 13,178  | 17,004  |

<sup>1</sup> Calendar year basis. <sup>2</sup> United Kingdom. <sup>3</sup> Includes 115 tons from the United Kingdom.

Raisins and Currants: Imports into New Zealand

| Country of origin  | Average <sup>1</sup> |         |                      | Year beginning July 1 |         |         |         |
|--------------------|----------------------|---------|----------------------|-----------------------|---------|---------|---------|
|                    | 1951-55 <sup>1</sup> | 1955-59 | 1960-64 <sup>2</sup> | 1961-62               | 1962-63 | 1963-64 | 1964-65 |
| CURRENTS           |                      |         |                      |                       |         |         |         |
| Australia.....     | 817                  | 888     | 912                  | 988                   | 852     | 841     | 1,044   |
| Greece.....        | 99                   | 8       | 2                    | --                    | --      | 5       | --      |
| Other.....         | 4                    | --      | 17                   | 5                     | --      | 2 50    | 2       |
| Grand total.....   | 920                  | 896     | 931                  | 993                   | 852     | 896     | 1,046   |
| RAISINS            |                      |         |                      |                       |         |         |         |
| United States..... | 298                  | 367     | 723                  | 978                   | 554     | 887     | 728     |
| Australia.....     | 4,720                | 5,233   | 5,440                | 5,699                 | 5,047   | 5,684   | 5,589   |
| South Africa.....  | 377                  | 105     | --                   | --                    | --      | --      | --      |
| Other.....         | 110                  | 30      | 6                    | --                    | 4       | 10      | 4       |
| Grand total.....   | 5,505                | 5,735   | 6,169                | 6,677                 | 5,605   | 6,581   | 6,321   |

<sup>1</sup> Calendar year basis. <sup>2</sup> Three year average, fiscal year basis.

Raisins and Currants: Imports into Norway

| Country of origin  | Average    |            |            | 1961       | 1962       | 1963       | 1964       | 1965       |
|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                    | 1951-55    | 1955-59    | 1960-64    |            |            |            |            |            |
| CURRANTS           |            |            |            |            |            |            |            |            |
| United States..... | Short tons |
|                    | --         | 18         | 19         | 18         | 21         | 18         | 8          | 17         |
| Germany, West..... | 179        | --         | 10         | 10         | 14         | 15         | 11         | 15         |
| Greece.....        | --         | 185        | 126        | 132        | 136        | 116        | 94         | 92         |
| Other.....         | 2          | 3          | 12         | 6          | 9          | 3          | 21         | 16         |
| Grand total.....   | 181        | 206        | 167        | 166        | 180        | 152        | 134        | 140        |
| RAISINS            |            |            |            |            |            |            |            |            |
| United States..... | 2,313      | 2,364      | 1,857      | 2,014      | 1,767      | 1,508      | 1,616      | 2,164      |
| Europe:            |            |            |            |            |            |            |            |            |
| Greece.....        | 773        | 589        | 577        | 339        | 1,042      | 743        | 635        | 775        |
| Spain.....         | 657        | 130        | 129        | 149        | 120        | 102        | 105        | 98         |
| Other.....         | --         | --         | 14         | 13         | 12         | 24         | 20         | --         |
| Total.....         | 1,430      | 719        | 720        | 501        | 1,174      | 869        | 760        | 873        |
| Other countries:   |            |            |            |            |            |            |            |            |
| Iran.....          | 45         | 340        | 511        | 330        | 530        | 631        | 576        | 171        |
| Iraq.....          | --         | 10         | 8          | --         | --         | 22         | 18         | 19         |
| Turkey.....        | 270        | 289        | 236        | 278        | 433        | 206        | 103        | 198        |
| Other.....         | 2          | 42         | 25         | 26         | 20         | 20         | 39         | 172        |
| Total.....         | 317        | 681        | 780        | 654        | 983        | 879        | 736        | 560        |
| Grand total.....   | 4,060      | 3,764      | 3,357      | 3,169      | 3,924      | 3,256      | 3,112      | 3,597      |

Raisins and Currants: Imports into Sweden

| Country of origin  | Average    |            |            | 1961       | 1962       | 1963       | 1964       | 1965       | 1966       |
|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|                    | 1951-55    | 1955-59    | 1960-64    |            |            |            |            |            |            |
| CURRANTS           |            |            |            |            |            |            |            |            |            |
| Greece.....        | Short tons |
|                    | 215        | 191        | 159        | 172        | 173        | 137        | 152        | 200        | 120        |
| Other.....         | 2          | 6          | --         | --         | 2          | --         | 1          | --         | 6          |
| Grand total.....   | 217        | 197        | 159        | 172        | 175        | 137        | 153        | 200        | 126        |
| RAISINS            |            |            |            |            |            |            |            |            |            |
| United States..... | 2,088      | 4,027      | 3,629      | 3,602      | 3,975      | 2,798      | 3,792      | 3,598      | 3,423      |
| Europe:            |            |            |            |            |            |            |            |            |            |
| Greece.....        | 326        | 111        | 77         | 20         | 203        | 85         | 68         | 57         | 39         |
| Spain.....         | 507        | 446        | 616        | 666        | 661        | 562        | 560        | 580        | 517        |
| Other.....         | 62         | 17         | 9          | 12         | --         | 13         | 19         | --         | 14         |
| Total.....         | 895        | 574        | 702        | 698        | 864        | 660        | 647        | 637        | 570        |
| Other countries:   |            |            |            |            |            |            |            |            |            |
| Iran.....          | 324        | 81         | 24         | 9          | --         | 33         | 45         | --         | --         |
| Turkey.....        | 971        | 38         | 94         | 10         | 293        | 129        | 30         | --         | --         |
| Other.....         | 1,752      | 128        | 9          | 12         | 18         | 8          | 1          | 2          | 5          |
| Total.....         | 2,047      | 247        | 127        | 31         | 311        | 170        | 76         | 2          | 5          |
| Grand total.....   | 5,030      | 4,848      | 4,458      | 4,331      | 5,150      | 3,628      | 4,515      | 4,237      | 3,998      |

<sup>1</sup> Includes 621 tons from South Africa.

Raisins and Currants: Imports into Switzerland

| Country of origin  | Average              |            |            | Year beginning September 1 |            |            |            |            |
|--------------------|----------------------|------------|------------|----------------------------|------------|------------|------------|------------|
|                    | 1951-55 <sup>1</sup> | 1955-56    | 1960-64    | 1961-62                    | 1962-63    | 1963-64    | 1964-65    | 1965-66    |
| CURRANTS           |                      |            |            |                            |            |            |            |            |
| United States..... | Short tons           | Short tons | Short tons | Short tons                 | Short tons | Short tons | Short tons | Short tons |
|                    | 1,661                | 1,263      | 1,183      | 1,359                      | 1,042      | 1,167      | 1,078      | 1,234      |
| Europe:            |                      |            |            |                            |            |            |            |            |
| Greece.....        | 443                  | 638        | 670        | 474                        | 985        | 905        | 703        | 1,044      |
| Spain.....         | 128                  | 201        | 162        | 144                        | 100        | 105        | 176        | 162        |
| Other.....         | 41                   | 2          | 17         | --                         | 9          | 73         | --         | 3          |
| Total.....         | 612                  | 841        | 849        | 618                        | 1,094      | 1,083      | 879        | 1,209      |
| Other countries:   |                      |            |            |                            |            |            |            |            |
| Australia.....     | 4                    | 54         | 42         | 16                         | --         | 38         | 135        | 84         |
| Turkey.....        | 397                  | 708        | 1,137      | 1,241                      | 1,123      | 801        | 1,317      | 1,135      |
| Other.....         | 5                    | 7          | 5          | 27                         | --         | --         | --         | --         |
| Total.....         | 406                  | 769        | 1,184      | 1,284                      | 1,123      | 839        | 1,452      | 1,219      |
| Grand total.....   | 2,679                | 2,873      | 3,216      | 3,261                      | 3,259      | 3,089      | 3,409      | 3,662      |

<sup>1</sup> Calendar year basis.

Raisins and Currents: Imports into the United Kingdom

| Country of origin  | Average |                  |         | Year beginning September 1 |         |         |         |         |
|--------------------|---------|------------------|---------|----------------------------|---------|---------|---------|---------|
|                    | 1951-55 | 1955-59          | 1960-64 | 1961-62                    | 1962-63 | 1963-64 | 1964-65 | 1965-66 |
| <b>CURRENTS</b>    |         |                  |         |                            |         |         |         |         |
| Australia.....     | 6,454   | 3,875            | 2,208   | 646                        | 160     | 2,371   | 2,794   | 1,373   |
| Greece.....        | 43,636  | 49,827           | 53,843  | 52,876                     | 56,343  | 54,366  | 53,813  | 52,508  |
| Turkey.....        | --      | --               | 164     | 80                         | 109     | 124     | 507     | 282     |
| Other.....         | 77      | 191              | 106     | 68                         | 63      | 11      | 118     | 361     |
| Grand total.....   | 50,167  | 53,893           | 56,321  | 53,670                     | 56,675  | 56,872  | 57,232  | 54,524  |
| <b>RAISINS</b>     |         |                  |         |                            |         |         |         |         |
| United States..... | 24,983  | 8,210            | 8,902   | 12,096                     | 5,295   | 7,516   | 7,464   | 9,230   |
| Europe:            |         |                  |         |                            |         |         |         |         |
| Cyprus.....        | 610     | 211              | 243     | 274                        | 369     | 179     | 214     | 530     |
| Germany, West..... | 301     | 680              | 285     | 101                        | 151     | 474     | 362     | 424     |
| Greece.....        | 3,131   | 4,935            | 3,836   | 2,691                      | 7,162   | 5,172   | 3,221   | 2,910   |
| Spain.....         | 582     | 1,869            | 1,349   | 1,161                      | 1,403   | 1,603   | 1,187   | 1,194   |
| Other.....         | 20      | <sup>1</sup> 211 | 20      | --                         | --      | --      | --      | --      |
| Total.....         | 4,644   | 7,906            | 5,733   | 4,227                      | 9,085   | 7,428   | 4,984   | 5,058   |
| Other countries:   |         |                  |         |                            |         |         |         |         |
| Australia.....     | 38,417  | 31,742           | 30,737  | 33,877                     | 34,063  | 31,695  | 26,526  | 36,415  |
| Iran.....          | 1,447   | 3,177            | 3,906   | 4,440                      | 2,945   | 5,912   | 1,837   | 4,951   |
| South Africa.....  | 2,201   | 2,221            | 2,868   | 3,580                      | 2,426   | 3,363   | 3,249   | 4,435   |
| Turkey.....        | 10,110  | 16,051           | 24,223  | 24,518                     | 25,612  | 23,297  | 22,104  | 24,271  |
| Other.....         | 99      | 440              | 370     | 60                         | 135     | 759     | 458     | 669     |
| Total.....         | 52,274  | 53,631           | 62,104  | 66,475                     | 65,181  | 65,026  | 54,174  | 70,741  |
| Grand total.....   | 81,901  | 69,747           | 76,739  | 82,798                     | 79,561  | 79,970  | 66,622  | 85,029  |

<sup>1</sup> Netherlands.

Raisins and Currents: Imports into the United States

| Country of origin | Average |         |         | Year beginning September 1 |         |         |         |         |
|-------------------|---------|---------|---------|----------------------------|---------|---------|---------|---------|
|                   | 1951-55 | 1955-59 | 1960-64 | 1961-62                    | 1962-63 | 1963-64 | 1964-65 | 1965-66 |
| <b>CURRENTS</b>   |         |         |         |                            |         |         |         |         |
| Greece.....       | 62      | 348     | 3       | 6                          | 8       | --      | --      | --      |
| Other.....        | 8       | 4       | 1       | --                         | --      | --      | 7       | --      |
| Grand total.....  | 70      | 352     | 4       | 6                          | 8       | --      | 7       | --      |
| <b>RAISINS</b>    |         |         |         |                            |         |         |         |         |
| Greece.....       | --      | 61      | 121     | --                         | 495     | 109     | --      | --      |
| Iran.....         | --      | 46      | 30      | --                         | 75      | 19      | --      | --      |
| Turkey.....       | 28      | 43      | 162     | 6                          | 271     | 354     | 138     | 150     |
| Other.....        | 8       | 33      | 9       | 9                          | 12      | 7       | 6       | 8       |
| Grand total.....  | 36      | 183     | 322     | 15                         | 853     | 489     | 144     | 158     |

Raisins and Currents: Imports into Yugoslavia

| Country of origin | Average |         |         | 1961  | 1962  | 1963  | 1964  | 1965  | 1966  |
|-------------------|---------|---------|---------|-------|-------|-------|-------|-------|-------|
|                   | 1951-55 | 1955-59 | 1960-64 |       |       |       |       |       |       |
| <b>Short tons</b> |         |         |         |       |       |       |       |       |       |
| Greece.....       | 632     | 951     | 1,149   | 2,091 | 1,039 | 1,921 | 147   | 2,073 | 3,206 |
| Iran.....         | --      | --      | 86      | --    | --    | 386   | 47    | --    | --    |
| Turkey.....       | 291     | 624     | 493     | --    | --    | 218   | 1,773 | 184   | 265   |
| Other.....        | 39      | --      | 40      | 197   | --    | --    | --    | 55    | --    |
| Grand total.....  | 962     | 1,575   | 1,768   | 2,288 | 1,039 | 2,525 | 1,967 | 2,312 | 3,471 |

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